PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

No. 18. THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA MAY 1, 1920

FILE COPY FILE COPY

1864—1920

FIFTY-SIX YEARS RECOGNIZED

THE

STANDARD

"The Kind Your Grandfather Used"

Livingston Brand

Best in Quality—Most Reliable

GUARANTEED ALWAYS

THERE IS NOTHING BETTER THAN THE BEST

Get What You Want

THE

Dominion Linseed Oil Co., Limited

BADEN, TORONTO, MONTREAL, WINNIPEG

VITAL FACTS Your Sales Force Should Know

In O-Cedar Polish, the housewife has found an article which may be used with perfect confidence, for cleaning and brightening her finest furniture.

Pour a few drops of O-Cedar Polish on any surface, and leave it for hours at a time—it will leave no mark. You dare not do that with an ordinary polish. One reason for the success of O-Cedar is its purity—no injurious quick-dryers, acids or greases are used in its manufacture. O-Cedar Polish has no substitute—it's **the** polish—a standard staple article that women must have in order to keep their homes clean, shining and inviting.

The fundamental and inherent virtues of O-Cedar constitute a logical reason for its big sale—its merits are so evident that women invariably use it steadily after once trying it. They will never be satisfied with any other polish, either for furniture or floors. They may not know the scientific reasons for its outstanding quality—they may not understand **why** it gives satisfaction where other polishes fail—but they do know it's a **safe** polish, to be depended on for results and to be relied on never to injure the finest woods.

The sales force of every store in which O-Cedar Polish and the O-Cedar Polish Mop are sold, should be fully posted on the truly exceptional merit of these articles—they should be able to explain that O-Cedar is no ordinary polish. They should follow our newspaper and magazine advertising, so that in making sales they may make the same statements about O-Cedar that we, its manufacturers, make. They are accurate statements, every one of them, never tinged with exaggeration, always to be substantiated by experience.

CHANNELL CHEMICAL COMPANY, Limited, Toronto

CLEANS AS IT POLISHES

O-Cedar Polish

HARDWARE AND METAL, May 1, 1920. Volume XXXII., No. 18. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

ROOFING

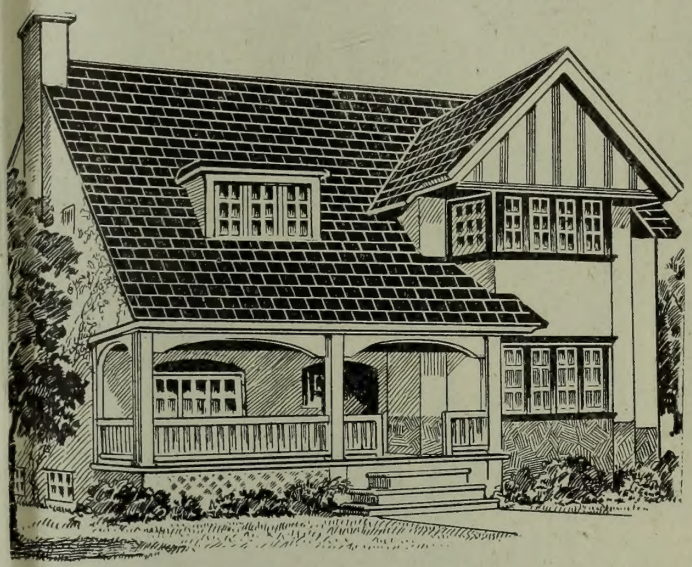
and Roofing Materials of all kinds

Asbestos Sheathing

With fire prevention uppermost in the minds of everybody from the school-boy up there is no doubt a growing tendency to fireproof buildings. Asbestos Sheathing is a recognized fire-prevention material. Recommend it to builders.

Jewel Roofing.

Comes in 1, 2 and 3-ply, guaranteed respectively for 3, 5 and 8 years. We think it is the best value on the market for this quality of roofing.



Asbestos Fibre (Liquid) Cement

—a rubberlike adhesive and tough preparation made from finest asbestos fibre, creosote and durable oils. Makes any roof, no matter in what condition, absolutely proof against climatic conditions. Easily applied over any kind of roof, metal, gravel, paper or composition.

Excello Roofing

—a better grade roofing with a longer guarantee. Comes in 1, 2 and 3-ply, guaranteed for 5, 10 and 15 years respectively. Place your orders early.

Brantford Asphalt Slates

Made of the same material as Brantford Crystal Roofing, but in individual size shingles. Crystal Roofing has a crushed slate surface of red or green, 80 lbs. per square. Brantford Asphalt Slates are in great demand.

THIS will be a big year in roofing and roofing materials of all kinds. The need for houses is more insistent than ever before in the history of Canada, and *is being met* as evidenced by the great increase in building permits being taken out and the tremendous amount of building actually going on despite the high cost of materials and labor.

We carry a most complete line of roofing and roofing material of all kinds, and can give prompt delivery in nearly every case.

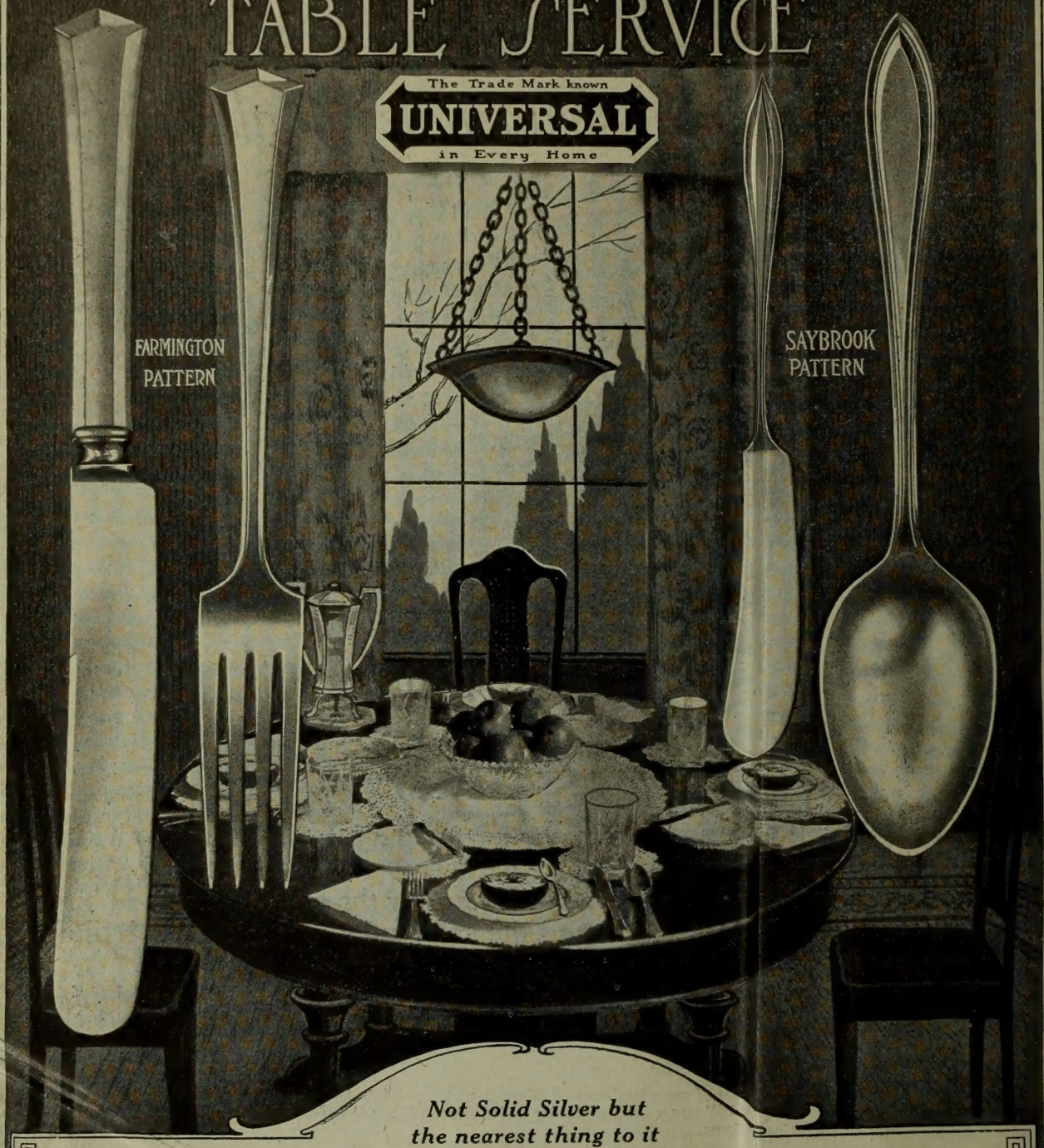
We carry a full stock of regular lines of plain and tarred felt in 10, 12 and 16-oz. weights. Ask the " Rice Lewis " man for prices, or write direct for full information on any of the above mentioned lines.

Rice Lewis and Son, Limited, Toronto

VICTORIA STREET

UNIVERSAL SILVER OVERLAID TABLE SERVICE

The Trade Mark known
UNIVERSAL
in Every Home

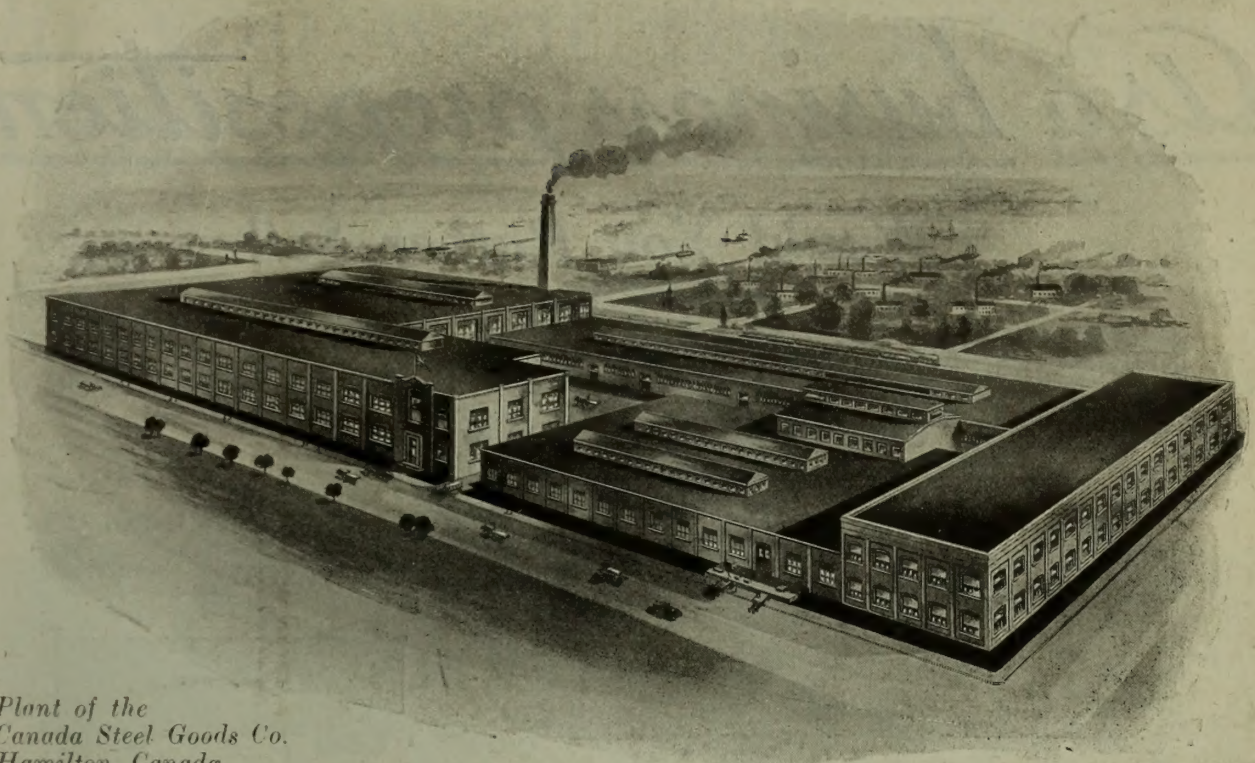


Not Solid Silver but
the nearest thing to it
Guaranteed for Fifty Years of Satisfactory Service

Only Resistain Steel or Solid Silvadium blades, which will not stain, rust or turn black on the edges, are used on all Hollow Handle Cutlery pieces. An exclusive Universal product.

LANDERS, FRARY & CLARK *Master Cutlers and Silversmiths for over half a century* NEW BRITAIN, CONN.

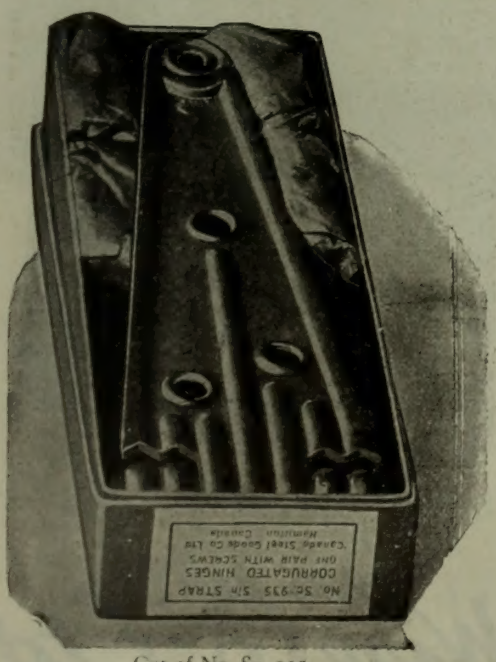
Canadian Representative:
Montreal A. MACFARLANE & CO., LTD. Quebec



Plant of the
Canada Steel Goods Co.
Hamilton, Canada
Largest Factory in Canada Making Builders' Hardware Exclusively

For the Good of Your Business—

Canada Steel Goods



Cut of No. Sc. 935

Helpful Service

Good Packing and Shipping

This dependable, saleable line helps the dealer. Goods packed as shown save the time for an extra sale. Customers go where their time is saved. Don't expect them to wait while you hunt and unwrap a dozen packages.

C. S. G. Co. Service to the dealer on this line of successful selling, profitable goods is worth while.

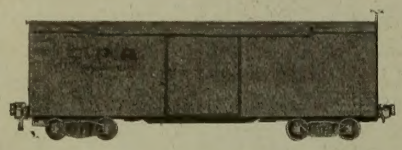
It Pays You to Handle the C.S.G. Co. Line.
Ask Us About It

Canada Steel Goods Co., Limited

Hamilton, Canada

As a business proposition

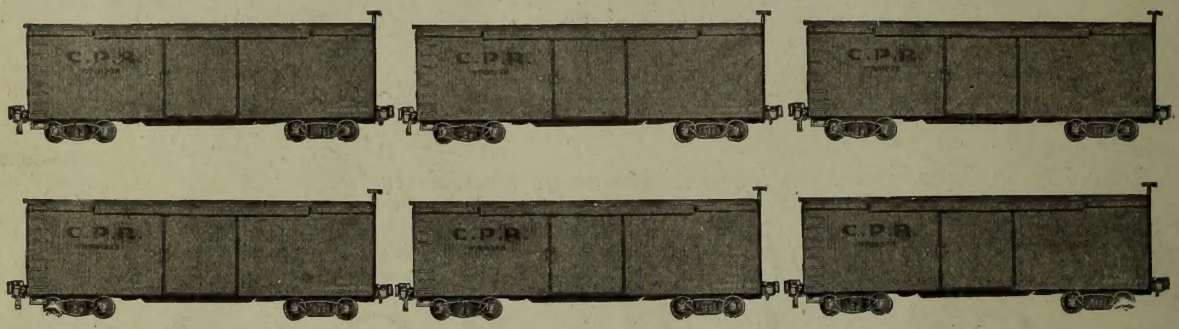
—Would You Rather Sell



Frost Fence has enabled many a dealer to do this. You can do it, too.

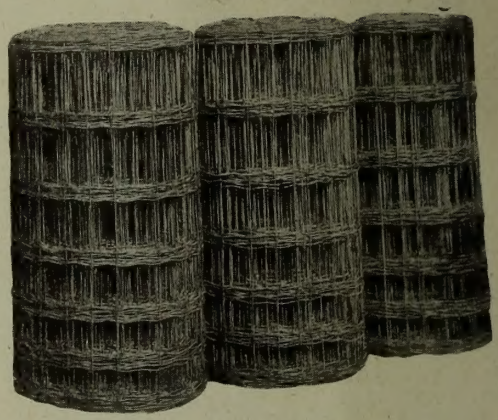
or

Put your fence business on a firmer foundation.



Your hardware business must grow, and if it is to grow every article must be a sales-builder.

Take fence. Fence, at first glance, and unless two rolls are compared side by side, looks more or less the same. The fence that is one or two cents per rod lower in price wins out among those who have not learned through experience. But those who have learned through experience decide differently.



FROST FENCE is made up to a quality regardless of a trifling fluctuation in price. Dependable materials are put into it and dependability has made

FROST FENCE FIRST

Write

Frost Steel and Wire Co. Ltd.

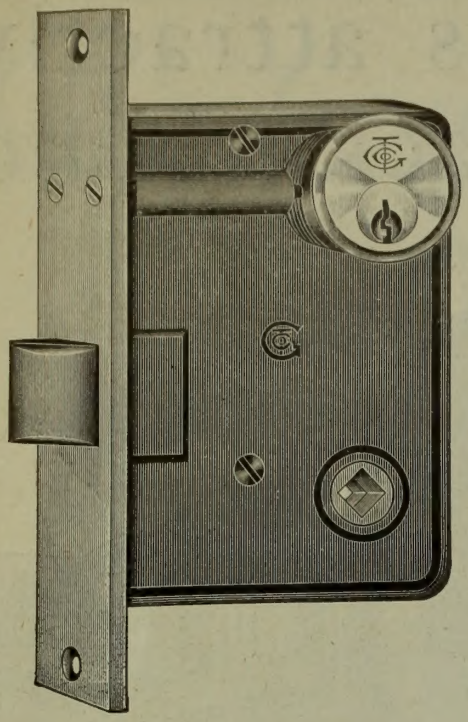
Hamilton Canada

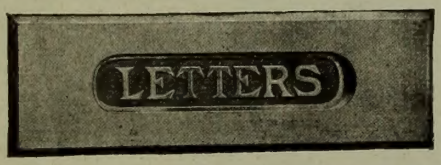
Do you want this attractive 3-panel window background?

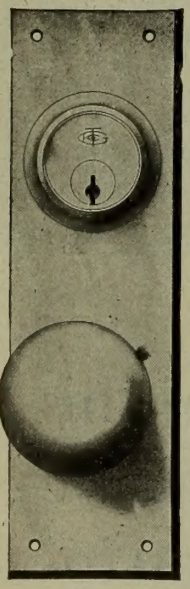
Just stick your label on any part of this advertisement, mail it to us, and we will send you this attractive sign together with a full set of display matter.

AutoStrop Safety Razor Co., Ltd.

AutoStrop Building, Toronto, Canada







CYLINDER LATCH LOCK

Has Many Distinctive Features and Is a Quick Seller with Good Profits

The illustrations show the suitability of this lock for Office, Class-Room or Vestibule Doors.

FEATURES:

1. Heavy cast brass on bronze front, bolt and strike.
2. When not locked, is operated by knob from either side.
3. When locked, outside knob stationary, inside knob operates latch bolt at all times.
4. Can be furnished to order in sets of any number.
5. Master keyed and grand master keyed as required.
6. Made in Canada by Canadian workmen.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives:
Mr. F. C. MOORE, 143 Higgins Ave., Winnipeg. Mr. W. G. CHESTER, Hamilton St., Vancouver.

WILT

HIGH SPEED AND CARBON TWIST DRILLS REAMERS AND MILLING CUTTERS

More Efficiency

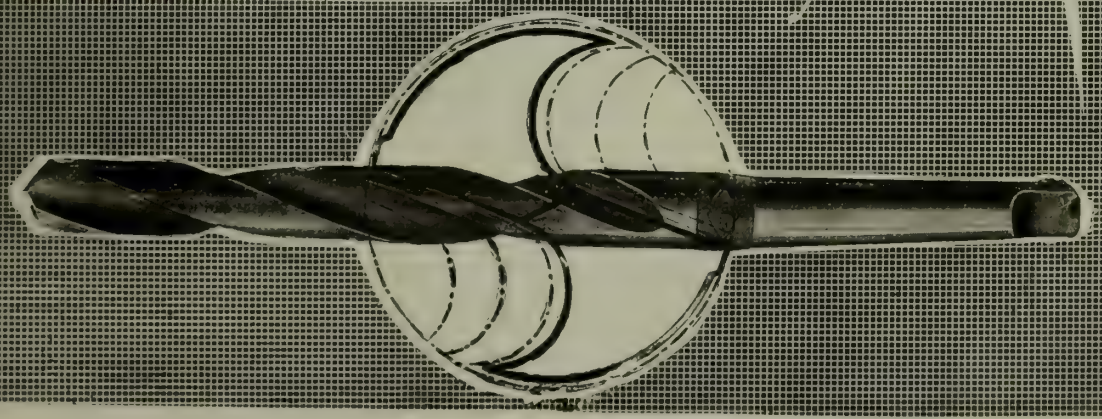
When you sell your customers **WILT TOOLS** you sell them tools that render efficient service. The satisfaction they give brings the customer back for more. That means more efficiency for you. **WILT High Speed and Carbon Twist Drills, Reamers and Cutters** are sold with a guarantee that protects the user and dealer alike. The **WILT** reputation for Quality is a valuable asset back of any store. Dealers are making profitable sales selling **WILT PRODUCTS.**

We can also supply you with Special Reamers for Ford Cars, of the same reputation for efficient service common to all **WILT Products,** backed up by the same liberal guarantee. It pays to sell **WILT Products.**

WILT TWIST DRILL CO.
OF CANADA, LIMITED
Walkerville Ontario

TRADE WILT MARK

"Where there's a WILT—there's the Way"



Do You Want This New, Bright Spring Colored Display for Your Window?

It's Free With Bissell Sweepers

Bissell's "Bluebird" Display

This new Spring Display is as pretty, as cheery and as attractive as our "Peerless" Display of last fall was imposing. It will surely make a bright, attention-compelling spot of a merchandise window, after the grayness of winter. It will arouse visions of Spring, with thoughts of home refitting and renovating. It will handsomely tone up a window of home furnishings, home labor saving utilities, paints, etc.

The Display consists of a three panel background piece, 26 inches high by 42 inches wide; a top panel, 15 by 26 inches, to attach to a sweeper handle, and suspended from this top panel by cords is a cutout of a little girl in a swing. The element of motion so valuable in a window display can be secured by concealing an electric fan behind a piece of merchandise a little distance in front of the display, so as to keep the girl aswing. The display is beautifully lithographed in eight colors on ten ply cardboard.

The "Bluebird" Display is offered during the Spring Season with factory shipments of one dozen or more Bissell carpet sweepers, vacuum sweepers or assorted.

Write for a Copy of Bissell's Spring Offer Announcement

Bissell's Vacuum Sweepers

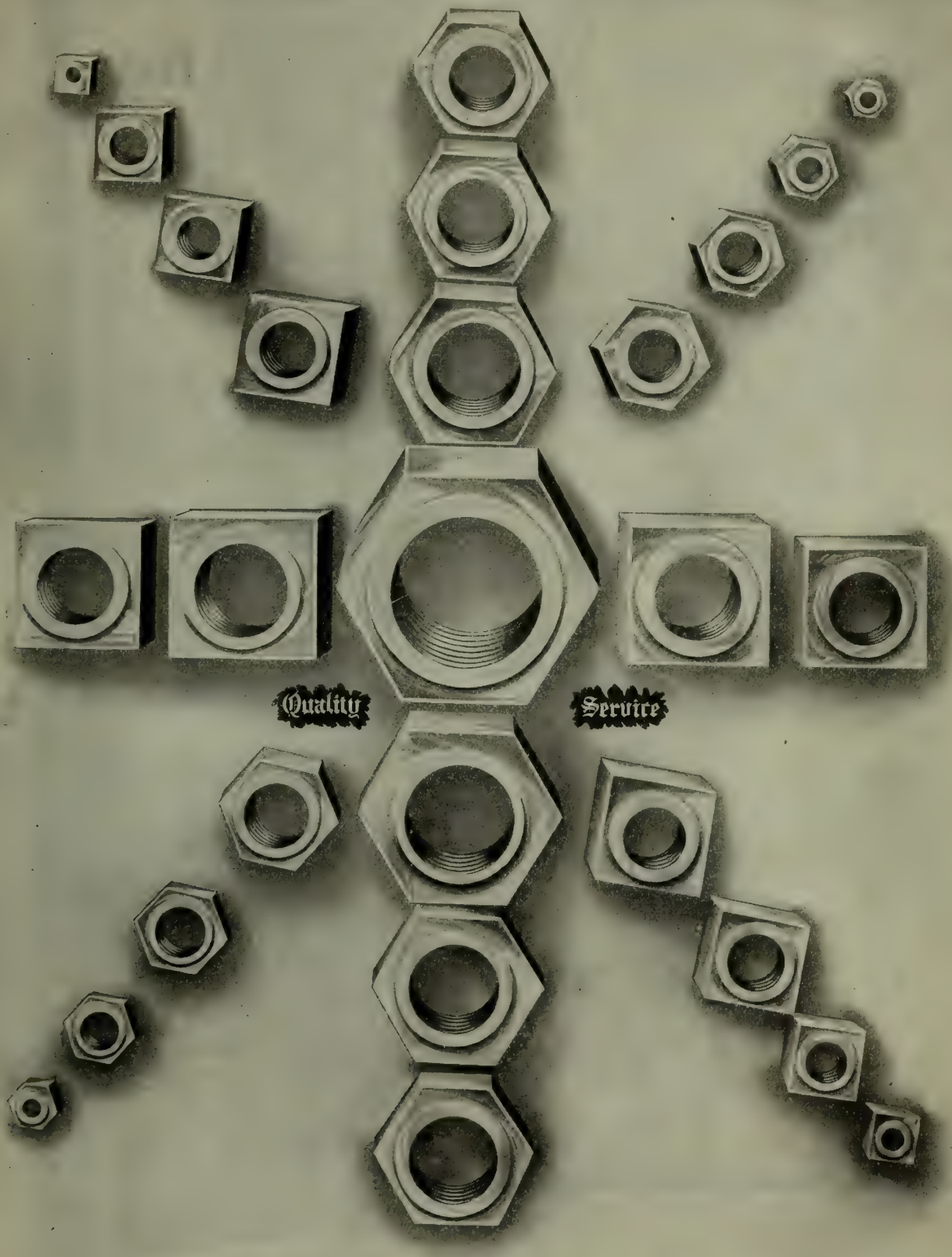
(With Greater Cleaning Suction Than the Average Electric)

We know our Vacuum Sweepers are superlatively efficient. We know there are thousands of homes not electrically wired or with a limit to their purse who would want one if they knew it, too. So we are telling about them to the readers of the popular magazines. And we will repeat the telling through 1920. Why don't you tell the people of your town that you have them?

BISSELL CARPET SWEEPER CO.

of Canada, Limited, Niagara Falls, Ont. (Factory) and

GRAND RAPIDS, MICH.



THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON MONTREAL

Hitch Your Wagon To The

RED ★ STAR

Detroit Vapor Oil Stove

SWING your energies to the line of least resistance—a line with a waiting demand, where business comes naturally.
These are the conditions that surround the sale of the Red Star — the advanced, type, all-the-year-'round oil stove. The Red Star surmounts the drawbacks and disadvantages that have hitherto attended the oil stove business.

Economical---Efficient

The Red Star is the first stove to burn the cheaper grades of kerosene, gasoline or distillate without wicks or asbestos rings. The heavy, patented cast-iron burner generates its own gas from the cheaper grades of oil—vaporizes and uses the heat units that have hitherto escaped in fumes and smoke. It gives 19 hours of intense cooking heat on one gallon of fuel. Produces a heat far more intense at a great saving in fuel.
This is the reason the Red Star has met with an instantaneous demand wherever it has been introduced.
Great, national advertising and exhaustive sales co-operation are paving the way to a greater, more profitable stove business for the dealer who hitches his wagon to the Red Star. Details of Exclusive Dealer Proposition will be mailed on request.

The Detroit Vapor Stove Co.
DETROIT, MICH., U.S.A.

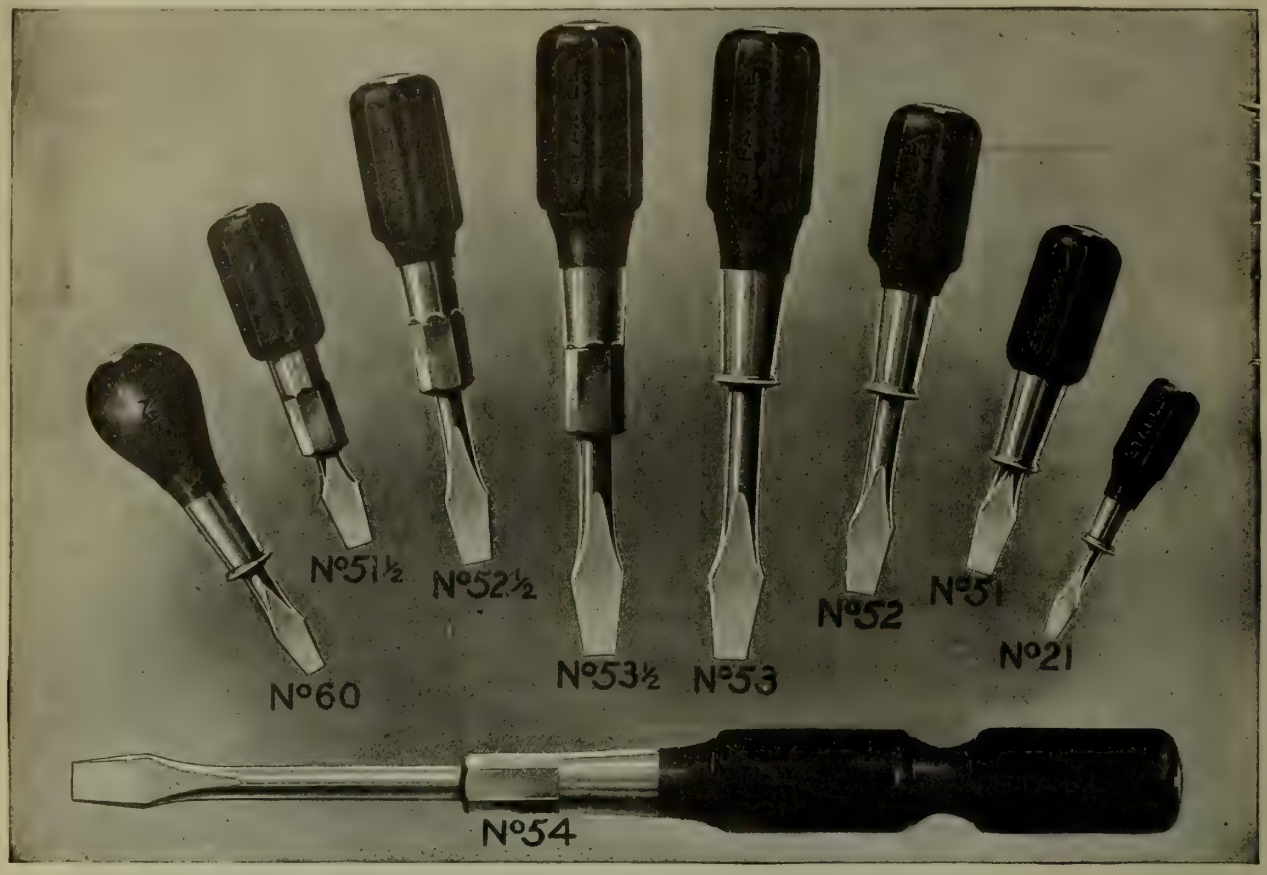
60

Experience

Time and accomplishments are the influential factors that induce him to specify

Brown & Sharpe Machinists Tools

Brown & Sharpe Mfg. Co.
Providence R.I.U.S.A.



Stanley Tools

Made in Canada

The illustration above shows a line of Screw Drivers which should be in the store of every dealer who prides himself upon carrying a complete stock of tools.

It is an assortment of SPECIALS that will appeal to many of your customers.

For instance—No. 21, shown at the extreme right of the picture—blade only 1½ inches long, just fits the vest pocket, a strong little Driver and very handy.

Also No. 60—shown at the left—only 1⅝-inch blade, but with a big sure grip handle. For heavy work into close corners it cannot be beaten. Used by Plumbers, Machinists, Millwrights, etc.

Nos. 51, 52 and 53—Called MACHINISTS' DRIVERS—Big, broad tips for large screws and extra large shanks for heavy work.

Nos. 51½, 52½ and 53½—also Machinists' Drivers, have hexagon nut on shank for use with a wrench.

No. 54—Note the DOUBLE GRIP, also the hexagon feature for wrench. With this latter Driver one can turn anything.

We make other drivers. See Catalogue

Address all Communications to

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian Representatives: A. Macfarlane & Co., Limited, Montreal, P.Q.

A Straightforward Talk on Buying Babbitts

"Blind Buyers" is a term which we believe it is permissible to use to emphasize the lack of insight of some buyers when purchasing Babbitt metals. No buyer knows all about EVERY product used in his plant, and he cannot be expected to know all about Babbitt metals.. For this reason, although he may order most of his requirements efficiently, he may be actually "blind" in connection with his Babbitt purchases, and will be thankful to us for pointing it out to him.

"SCRAP or virgin metals"—that is the question. Whether to buy the cheap-priced so-called Babbitt metals—mixed from remelted scrap; *or*

To buy a Babbitt, *alloyed from prime virgin metals,* at a bit more per pound, which has honesty in back of it—in the very fact that it *is* what it purports to be.

This is the manner in which a buyer *should* argue with himself when about to buy Babbitt. However, few buyers consider what is put into a Babbitt. The average buyer figures that "metal is metal" and, to him, the only distinction is that of price per pound. He might be surprised or even skeptical when we tell him that most of the metal makers use all the scrap they can in manufacturing Babbitt Metal Alloys.

Buyers usually argue that the Babbitt they are using is doing the work required of it. This is not sound argument. *Low Grade mœterial cannot produce a high-grade product.* It will not have equal wearing ability. You cannot afford to pass by the better Babbitts which do not have to be replaced so often.

A cent or two or three added to the cost per pound of your bearings makes little difference in the buying cost, but will save you that slight additional cost many times over on the increased production of your machinery due to the lesser number of shut-downs for re-babbitting, besides saving the labor expense.

Longer Wear per Bearing Means Lower Cost per Year

A trial case will convince you that you can economise best by using the world-renowned

STANLEY PROCESS

LIONROYAL—STERLING—SOVEREIGN GENUINE—HARMONY
METALLOY—HARD GENUINE.

BABBITTS

SOLDERS—PHOSPHOR TIN—PHOSPHOR COPPER—BRAZING SPELTER
GALVANIZING FLUX—ALUMINUM SOLDER—PIG TIN—LEAD
ANTIMONY—COPPER—SPELTER—BISMUTH.

BRITISH SMELTING & REFINING Co. Limited.
Drummond Building Montreal.

Every blade in a box of Starrett Hack Saws pledges the reputation of its manufacturers that it will do the work it was designed to do—and do it well.

To help users of Starrett saws get every bit of service out of them that we put in, we issue the Starrett Hack Saw Chart—a practical help towards better hack saw work.

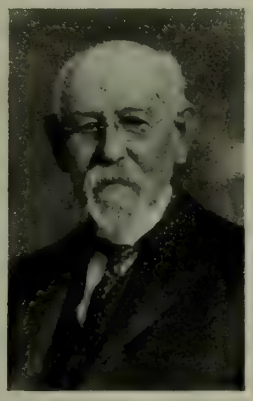
Your customers will appreciate and use these charts "MA". Ask for a supply.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

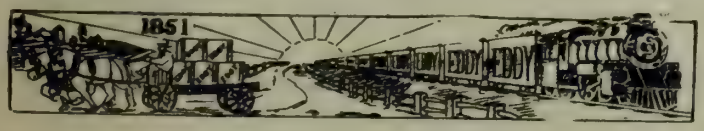
Starrett Hack Saws

Story for Week Dated May 1, 1920. **Being No. 3 in the Series**



GEORGE H. MILLEN,
President of the E. B. Eddy Company, the Man on Whom E. B. Eddy's Mantle Fell.

ABOVE is a portrait of Mr. George Millen, Business Executive and Inventor, to whose foresight and ability are traceable an immense proportion of the successes of the E. B. Eddy Co. in the past fifty years. He was Mr. Eddy's Chief Adviser and Executive when the founder of the plant was alive. To-day he carries on the great undertaking though well up in years, and though as he says "There are no easy spots in managing a plant of this size." Mr. Millen has twice come within an inch of death, once when he was swept into the "Devil's Hole" and once when as a youth he fought at the battle of Cedar Creek in the American Civil War. In that fight a bullet grazed his skull, but he seemed to bear a charmed life, and to-day, hale and hearty as many a man years his junior, he attends to the business of the great company, and every morning visits the principal factories of the plant, seeing to it personally that everything is in order to turn out products up to Eddy standards for the retail trade.



Eddy's "Onliwon"

Towel and Toilet Paper Fixtures

are popular and widely sold. Handsome in appearance, reliable and efficient in use, they are much in demand and constitute a very desirable, quick-selling line for the hardware store.

Among other Wood-Pulp Products, the Eddy Company produces a remarkably high grade of paper towels, toilet paper and serviettes.

Towels

The handsome "Onliwon" fixtures are familiar sights in many large hotels and business establishments. They are needed in every home and the dealer finds a practically unlimited and profitable field of sales.

Toilet Papers

Eddy advertising is creating consumer acceptance all over the Dominion and right in your neighborhood.

The "Seafoam"

Engine Drive Washing and Wringing Machine

FOR THE FARM

Wrings while it washes, washes while it wrings

The SEAFOAM can be driven by gas engine, windmill or electric motor. Both washing and wringing are done by power. The machine is simple, durable and trouble-proof, so that anyone in the home can operate it with absolute safety—all gears are covered.

The washer is of the dolly type, has tub of selected Cypress lumber and the reversible wringer is fitted with highest grade rubber rolls.

Dealers will find the Seafoam an unusually satisfactory seller, because of its established reputation and reasonable price. Descriptive folders on request.

DOWSWELL, LEES & CO., LIMITED

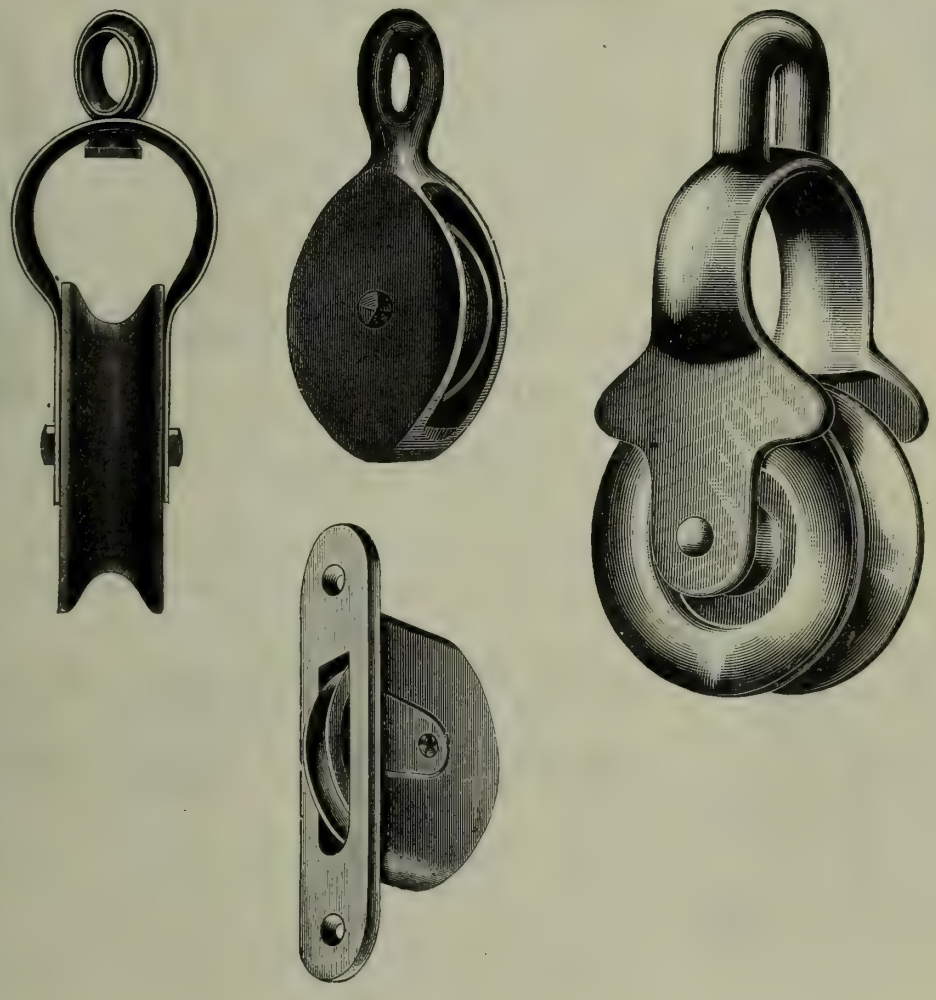
HAMILTON, CANADA

Makers of every type of Hand or Power Washing Machines of merit. Also ARROW BRAND Clothes Wringers

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

CANADA FOUNDRIES & FORGINGS LIMITED



Hay Fork, Awning, Clothesline, Axle, Furnace, Plow

PULLEYS

A LINE THAT WE ARE RIGHT ON

JAMES SMART PLANT

BROCKVILLE, CANADA

A and B Size Correct Lamp Burner

Correct Lamp and Lantern Burners

(Flame Spreader Type)

No. 2 Cold Blast Correct Lamp Burner

Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

25% to 50% More Light Than Any Other Burner

Give your Wholesaler a sample order. You will like them.

We also make the **"Queen Mary"** and **"Dominion"** Burners.

The Schultz Manufacturing Company

LIMITED

HAMILTON, CANADA

Give us your Wholesaler's name and we we will send you a sample

Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

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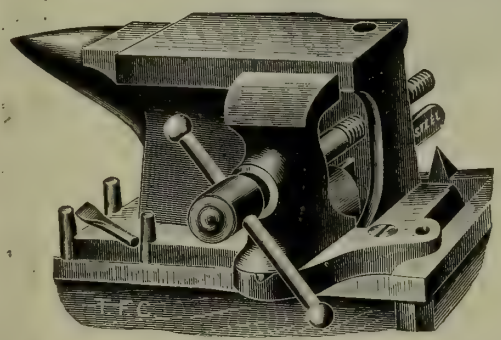


ANVIL AS ABOVE

Anvil, chilled face, size 4" x 2½", jaw 2"—one C.S. chisel and punch packed with each.

ANVIL SHOWN LOWER RIGHT HAND CORNER

Combined anvil and vise with steel pipe vise jaws, length of face, 6" and 3" jaws.

HANDY COMBINATION ANVIL AND VISE

TIME AND LABOR SAVER

Modern workshops require labor and time-saving equipment. A T-F combination anvil and vise gives the worker the benefit of several tools for the price of one. All parts are made from selected materials, specially tempered and are easily and quickly adjusted—no bolts or screws to get lost or become rusty. Write us for prices.

Taylor-Forbes Co., Limited

Head Office and Works:

Guelph, Ont.

TAYLOR-FORBES CO., LIMITED,
246 Craig St. W., Montreal.
H. C. ROGERS, LTD.,
147 Prince William Street, St. John, N.B.

TAYLOR-FORBES CO., LIMITED,
1070 Homer Street, Vancouver.
H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.

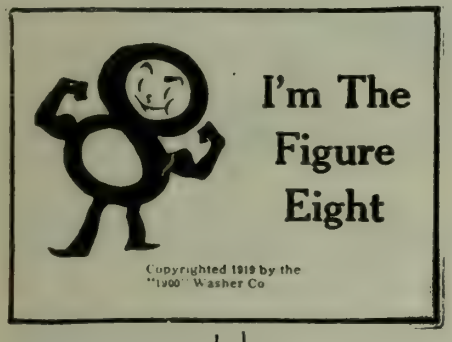
Sells As Well As It Operates

Morrison

High Pressure Injectors operate successfully on 20 lbs. low to 220 lbs. high steam pressure from 4 to 300 horsepower, and are made in sizes from ⅜ inch to 2 inch. These injectors can be depended upon, and are backed with a splendid reputation for efficiency. They offer a powerful argument to the dealer who wishes to increase his profits and customers, with a line of products that are supreme in the mechanical field. Watch for the name Morrison, a guarantee of quality.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, Toronto, Ontario



The water swirls through the clothes in a figure 8 movement four times as often as in the ordinary washer.

This Little Chap Brings Business to Dealers

You find him attracting folks' attention to the 1900 Cataract Electric Washing Machine advertisements in every worth-while publication in Canada.

In a clever and direct way he explains the figure 8 motions which is the exclusive and dominating feature of the "1900 Cataract Washer."

He tells how and why the "figure eight" movement makes the 1900 Cataract Washer superior to all other washing machines, by washing clothes faster and cleaner without rubbing.

The swinging reversible wringer, that swings from washer to rinse water — to blueing water — and then to clothes basket is another among many good selling points that won for the 1900 Cataract Washer the title of "The Perfect Washer."

The splendid selling points, plus the extensive advertising of 1900 Cataract Washers, need but little effort on the dealers part to make quick sales at a goodly profit.

We have an attractive proposition to offer dealers who wish to cash in on the steadily increasing demand for electric washers.

Write to-day and investigate the famous line of Electric Washing Machines.

Our line is complete — Electric Motor, Engine Power and Hand Washers.

Nineteen Hundred Washer Company

357 Yonge Street, Toronto

They Mean "Eddy's"

When a customer asks for "a box of matches" without specifying any particular brand, it is always safe to fill the order with Eddy's.

Ten chances to one such a customer has Eddy's in mind. To think of matches is to think of Eddy's—69 years match-making success have made the name Eddy the symbol of better matches to the Canadian public.

Always have Eddy's in stock for the sake of better sales and satisfied customers.

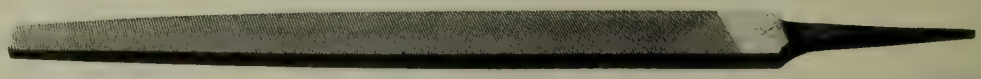
INDURATED FIBREWARE

is another popular Eddy line worth featuring. Light, durable and sanitary utensils for the Home—the Farm—anywhere. Try a display in your store and watch them sell.

The

E. B. Eddy Co., Limited

HULL, CANADA



"It isn't necessary to know a man's record if you have acquaintance with his standards."

AS WITH MEN, SO WITH FILES

We have set the highest standard for our product. We use only best Clay Crucible Cast Steel, and employ skilled Canadian file craftsmen, and good Canadian capital in our business. We even build our own file machinery to measure up to our exacting standards.

P H

IMPERIAL

The inevitable result is that
"They cut faster and wear longer."

Be File-Wise

INGERSOLL FILE COMPANY, LIMITED

John Morrow Screw and Nut Company, Limited

Sole Distributors

INGERSOLL, ONTARIO

INGERSOLL

STYLES

Gauntlets, Knit Wrist and Band Top, in Heavy, Medium and Light Weights. Also Leather-Tip and Leather-Faced Gloves. Jersey Gloves and Mitts in Tan, Slate or Oxford.

These Are The Gloves

dealers find are such wonderful profit-makers. Not only in actual cash, and increased business, but—what is vastly more important—in making business friends and creating good-will which only comes from selling quality articles such as

TAPATCO
REGISTERED TRADE MARK
BRAND
GLOVES

From experience, Tapatco Gloves, have proven to farmers, engineers, mechanics, lumbermen and railwaymen that "best materials must go in before such remarkable wear comes out." They know "Tapatco" stands for quality, dependability, service.

Made by

American Pad & Textile Company

Chatham, Ontario

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

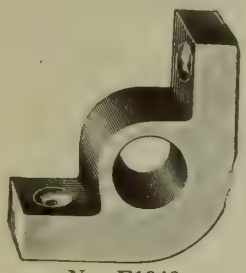
E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

SPECIALITIES

IN HIGH-CLASS FURNISHING BRASS FOUNDRY



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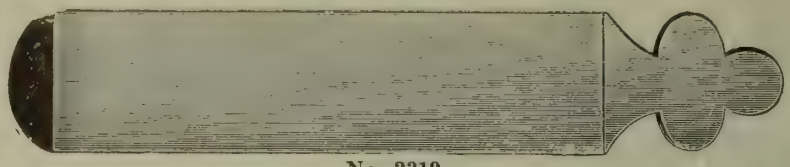

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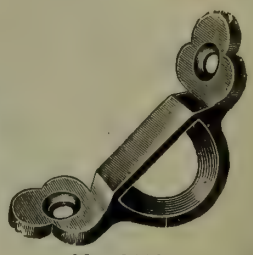
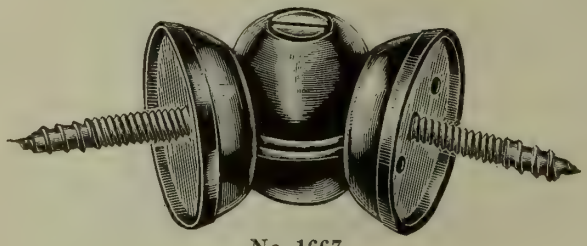


No. 2102

G. B. BIRCH & CO.
CHEAPSIDE BRASS FOUNDRY
BIRMINGHAM ENG.

No. 70



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Agents Required

No. 2154

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

Soligum

WOOD PRESERVATIVE & STAIN

Made by
Major & Co., Ld.
Hull, England

Supplied in Wood Preservative Grade and also in Colors for Shingles and outside work—in 1 gal., 5 gals., or Barrels.

Retails from $1.20 to $2.00.

STURGEONS LIMITED, TORONTO

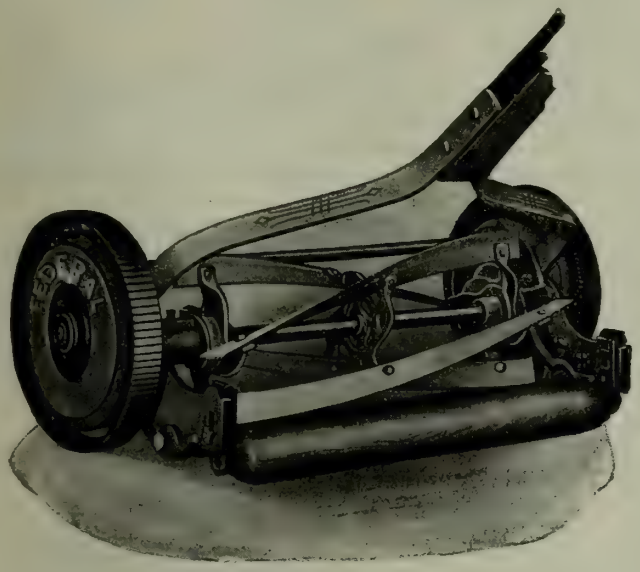
Agents for: "Ferrodor" Metal Paint
Paripan Enamel
Flintex Concrete Hardner
Solpar Wax Varnish, etc.
Oakey's English Flint Paper, etc.
Silica, Golden and Grey Ochres.

The Federal

Wheels 8 inches; raised rim. Four blades; reel 5¾ in. A serviceable, light running mower.

BEST QUALITY OF MATERIAL

The reel shaft runs in the best brass bearings. Unequaled in quality for the price. Made in 14, 16 and 18-inch sizes.



Selling Features

that count in

Eureka Mowers

Accurately made by skilled mechanics; attractively painted; thoroughly inspected and tested before shipping. Clean, reinforced light gray iron castings made in our own foundry. Disks and side plates automatically machined within 3/1000 of an inch tolerance, insuring perfect fit with hub of wheel which is accurately reamed for axle. This accurate machining insures correct replacement of parts. All wheels, either open or closed, have reinforced, raised rim to keep grit, etc., from the gears. Knives of special process crucible steel formed and hardened with exactness and ground to perfect cylinders on same bearings on which they cut grass. Special three-point catch pinions. Bearings either ball or split brass bush, easily adjusted. A solid steel tree guard. Ask for catalog with full details.

The Eureka Planter Co.

Limited

Woodstock, Ontario

JACOBS CHUCKS

These Chucks will win for you the confidence and good-will of any customer who is a drill user.

Selling him a Jacobs Chuck means selling him better drilling—better drilling because of greater efficiency, convenience, ease of handling and economy in the actual operation.

Canadian Hardware Dealers handling mill supplies have found Jacobs Chucks a most profitable line. If you do not carry mill supplies, why not start a department of this kind and start it with Jacobs Chucks?

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

MONEY MAKERS FOR YOU

Quality Hardware made STAPLE by Years of Satisfaction to the User.

Jobbers, have you catalogued? *Retailers, have you ordered?*

Premax, Dobson, Zenith and Looplever Hame Chains, Wrought Steel Harness Snaps

Premax Jockey, Stallion, Spreader and Coil Chains, Sports Goods, Key Chains, Traps, Sheet Metal Letters and Figures, Seven Sizes, Seven Finishes. Builders' Supplies, Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.

Our line of Wrenches are admirably adapted for premium purposes — we imprint them, too

ASK FOR CATALOG NO. 25HM.

9 F

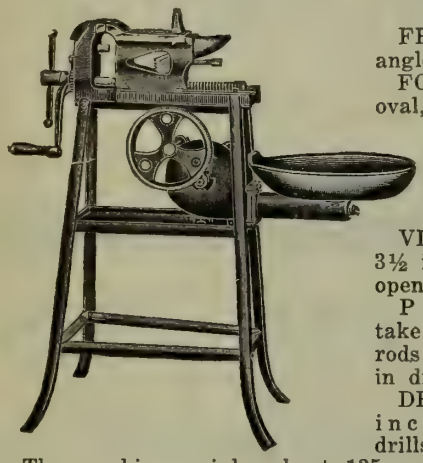
Niagara Falls Metal Stamping Works

237-239 Tenth Street Niagara Falls, N.Y.

D. A. MACDONALD, 141 Bannatyne Ave., WINNIPEG, Man. Sales Representatives for Manitoba

VISES *A Type and Size for Every Service*

Rock Island Combination Forge, Anvil and Vise



FRAME—is steel angles.

FORGE — Pan is oval, 12 x 15 inches.

FAN — is drive by an accurately cut gear and pinion.

VISE — jaws are 3½ inches wide and open 11 inches.

PIPE JAWS—take pipe and round rods up to 2 inches in diameter.

DRILL—takes ½-inch round shank drills; chuck is steel.

The machine weighs about 135 pounds. Order a sample. This tool will sell on sight.

Factory and Office:

Rock Island Manufacturing Company

ROCK ISLAND, ILL.

NEW YORK---113 Chambers St. CHICAGO---180 N. Market St.

Reed's Patent Plastic Asphalt Roof Cement

repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

GEO. W. REED & CO., Limited

37 St. Antoine Street

Montreal

E. Roy, 65½ St. Andre St., Montreal, Que.

A. S. Butchart, 26 Adelaide St. W., Toronto

C. C. Cartwright, Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

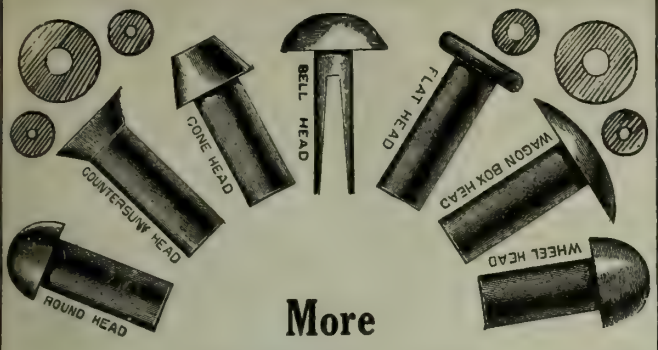
BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT — Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

Arrowhead Saws

Vanadium Steel

The Standard of Canada

"Arrow heads" are good sellers that make satisfied customers and bring repeat business because they are made right. Made right in temper, balance, hang and properly set.

Put one in the hands of a mechanic. Watch your customer register recognition, satisfaction, appreciation, desire and purchase.

T. F. Shurly Company
Limited
St. Catharines, Ontario

VOL-PEEK

A Profitable Seller

It's good business to sell Vol-Peek. 60% profit. No expense. Simply place our attractive display stand on your counter. It sells the goods on sight. Every housewife needs Vol-Peek. Guaranteed to mend Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at one-half cent per mend. Easily applied by hand. Hardens quickly.

Order your display stand to-day. Contains 24 packages, for $2.25. Sells at 15c per package.

Advertised all over Canada

Your jobber has them.

H. NAGLE & COMPANY
Owning and Operating Vol-Peek Mfg. Co.
Box 2024. Montreal, Canada

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

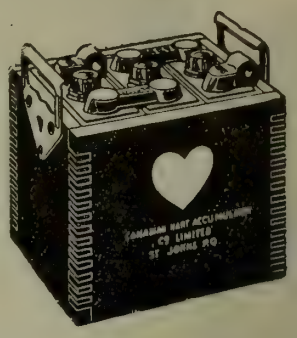
PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Hold Your Trade with Hart Battery Service

Have you ever noticed how battery trouble sets a motorist wild? Make friends with him by having his battery perfectly and permanently "put right." Batteries are too complicated to "tinker" with—we maintain a complete department in charge of a recognized expert for repairing all makes of batteries.



"Better be Safe than Sorry"

Play safe—send your battery repairs to a reliable, conscientious house. Estimates given before the work is put in hand, if asked for. Send batteries with express charges paid.

SAMUEL TREES & CO., LIMITED

42 Wellington St. E., Toronto

UNIMECO WROUGHT WASHERS

MADE IN CANADA

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

Saves Slitting

Paper and Cloth

Save Time and Material

Carbalox Convenient Rolls hold a leading place in cutting ability. This wonderfully hard mineral is extensively used for Polished Bearings and Boxes in Metals, Aluminum, Brass, Copper and Steel Work.

It aids in reducing cost of production. The workman with a convenient roll at hand need waste neither time nor material in his efforts to produce the best results.

Canadian Sales Representatives:

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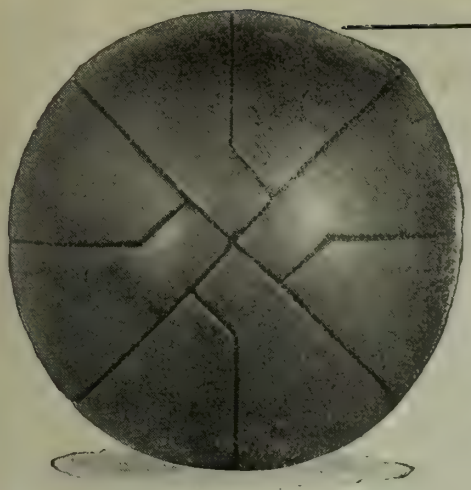
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania



Williams, Thomas & Co.,

Byron Street Works,
LEEDS, ENGLAND

Manufacturers of

FOOTBALLS, BOXING GLOVES, PUNCHING BALLS, &c., &c.

ESTABLISHED 1900

BUYING AGENTS WANTED

TRIMO

The Trimo Pipe Cutter can be converted into a one-wheel or three-wheel cutter by substituting wheels for rolls or rolls for wheels. When making changes care must be taken to replace cotter pins which must always be in place to give proper service.

The Trimo Monkey Wrench is built for strength, especially adapted for heavy work and railroad use.

Trimont Mfg. Company

Roxbury (Boston) Mass, U.S.A.

GLASS

Our stock of Factory Glass is always complete.

When in the market for glass of any description—phone at our expense.

Ontario Plate Glass Limited

Hamilton, Ont.

TINOL SOLDER

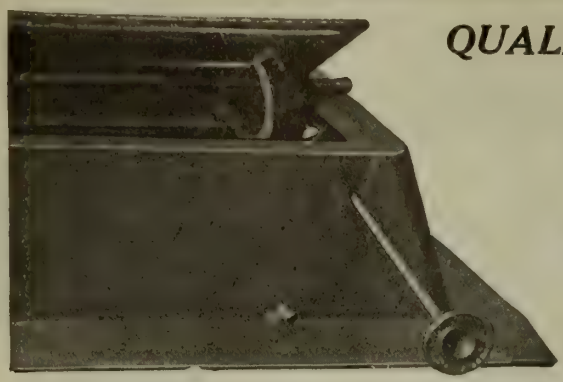
Hess & Sons TINOL SOLDER
in a handy Tube.

TINOL Solder packed in a handy tube, assembled on a display card is an article which finds a ready sale in the Electrical, Hardware and Automobile trade as it is a complete solder in paste form, eliminating the necessity of previous skill and as it contains its own active, yet non-corrosive flux it enables anyone to make a perfect soldered joint on all metals, with the exception of aluminum. All that is required is the heat of a torch, soldering iron, or even the heat of a match will make a perfect soldered point, if the metal is light, as for instance thin copper wire.

If interested and you cannot purchase from your Jobber, Write:

E. G. GOODERHAM, 24 King St. West, Toronto

Canadian Selling Agent, for further particulars.



QUALITY *SERVICE*

THE BON LIMITED — CHANDELIERS — OUR LIGHTS SHINE EVERYWHERE — OUR MOTTO QUALITY — MANTELS - GRATES & TILES

Barton-Netting Co.
LIMITED
9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc.

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

CANE'S Clothes Pins

NOT
"Just Clothes Pins"

Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

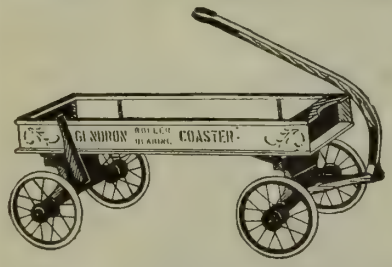
The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario

MADE IN CANADA

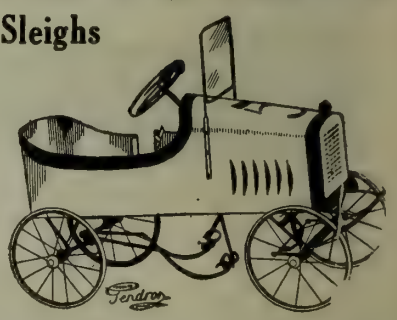
Blacksmith's Boiler Makers' Machinists'
AND
Pipe Fitters' Tools
Write for Catalogue

A B. Jardine & Co.
LIMITED
HESPELER, ONT.

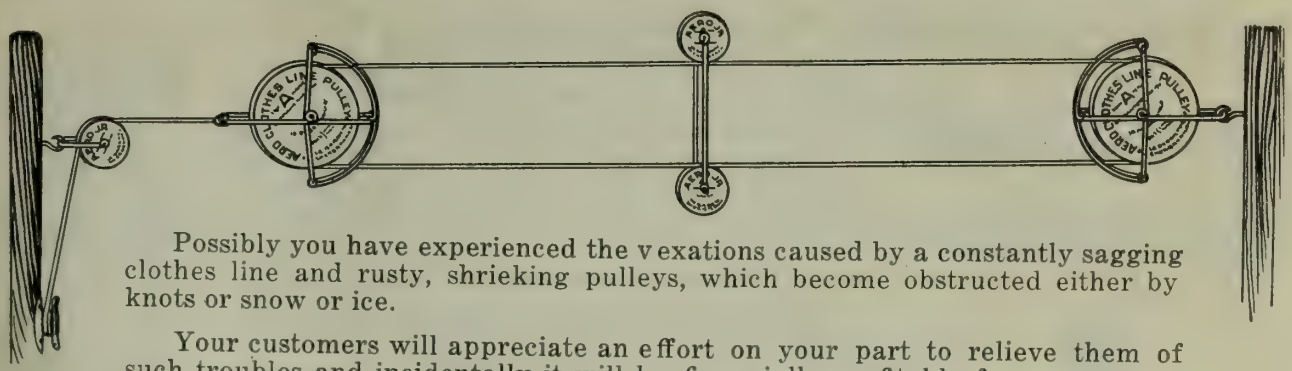
THE GENDRON MFG. CO., LTD., Toronto, Canada,
Makers of Children's Vehicles, Bathroom Fittings, Sleds and Sleighs



Lines comprise Metal and Wood Body Express Wagons, Velocipedes, Doll Cabs, Go-Carts, Baby Carriages, Carriers, Invalid Wheel and Rolling Chairs, Towel Bars, Soap and Sponge Holders.



The Gendron Mfg. Co., Limited, 137 Duchess Street, Toronto, Canada



Possibly you have experienced the vexations caused by a constantly sagging clothes line and rusty, shrieking pulleys, which become obstructed either by knots or snow or ice.

Your customers will appreciate an effort on your part to relieve them of such troubles and incidentally it will be financially profitable for you.

AERO Clothes Line Pulleys manufactured of waterproofed hardwood are 6 inches diameter, with deep V-shaped groove, giving perfect friction to varying diameters of line, are self-lubricating, rustless, knot-passing and will run noiselessly under all weather conditions, and are guaranteed for ten years, if oiled annually.

The **Aero** method of installation as per above cut is a departure from common practice, but a glance at it will convince you of its practicability in securing a taut clothes line at all times without splicing the line itself. If desired, the line and pulleys may be taken in after use.

The Aero Line Support prevents sagging in the center when carrying heavy loads.

Your jobber probably has these in stock. If not, communicate with us direct or with our Western Agents—H. L. Perry Co., Ltd., Winnipeg, Man.

The Aero Manufacturing Co., Limited

Sherbrooke, - - - Quebec.

BOLINDER'S

FOOD CHOPPING and MINCING MACHINES

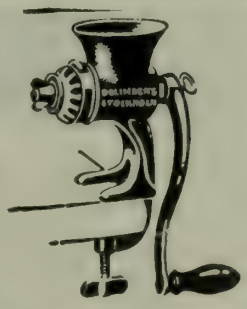
THE "BOLINDER" FOOD CHOPPERS

Adjustable for chopping meat—coarse, medium or fine. Can be used to the same advantage for mincing fruit, vegetables, eggs, cheese, etc. Ahead of every other make on account of their many-sidedness.

Food Choppers made in 4 sizes.

The "BOLINDER" Mincing Machines

Are of the very highest standard. All surfaces are smooth to prevent the accumulation of dirt and to facilitate cleaning. **Made in 9 sizes**



Both machines are constructed on the American system and all parts standardized to interchange with other machines of the same type.

The **Cutters** are of case-hardened Swedish steel, specially tempered and practically blunt-proof. The **Tinning** is extra heavily coated by expert workmanship with purest tin.

Exclusive selling rights granted to dealers where we are not actively represented.

For catalogues, prices and terms please write.

J. & C. G. BOLINDERS MEK. VERKST. A. B., STOCKHOLM, SWEDEN

Artistic Bath Room Fixtures

Beautiful Everlasting White Porcelain Enamel

ON SPECIAL IRON

Stronger than China, outwears all Imitation Paint Enamels or Celluloid finishes, at a price within the reach of all.

American Enamel Products Co.

CHICAGO, ILL.

"Crescent"

The Profit and Turnover Line

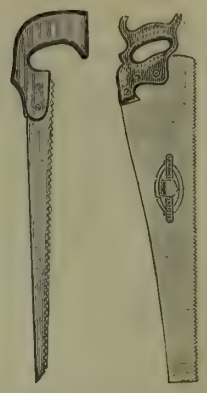
One that makes money for the dealer because Crescent goods sell. They sell well and bring good profit as well as being of consistent high quality that satisfies customers and insures permanent business.

At Your Jobbers

Campbell Agencies

Toronto, Canada

The Crescent Company
Meriden, Conn.

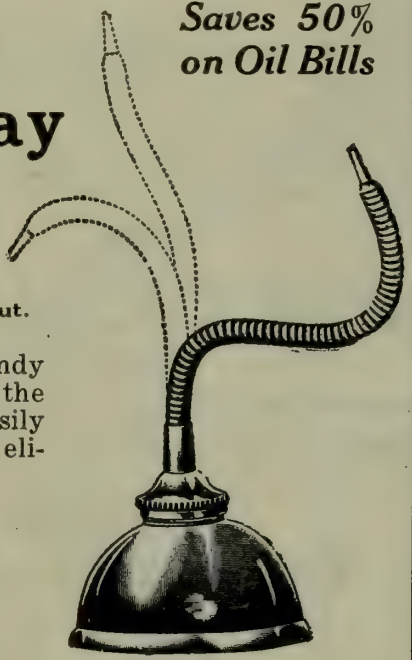


The All-Way Oiler

Saves 50% on Oil Bills

Self-Cleaning Spout.

A reliable, handy oiler that reaches the hard places easily and saves oil by eliminating spilling and missing the oil-hole. The spout is flexible and may be bent in any direction. A self-cleaning feature renders the spout always ready for instant use.



General Purpose Oiler

Made with steel spring bottom in three sizes—No. 1, 1-3 pint; No. 2, ½ pint, and No. 3, 1 pint. 7" spout to each.

The All-Way Oiler Mfg. Company

196 King St. West Toronto, Ont.

ANY SIZE **WIRE** ANY TEMPER

Bright, Annealed, Tinned, Coppered, Galvanized, Lacquered, Etc., for all Purposes.

BALE-TIES

Single Loop and Cross Head

Large Stocks for Immediate Shipment

We manufacture and maintain the Largest Supply in Canada

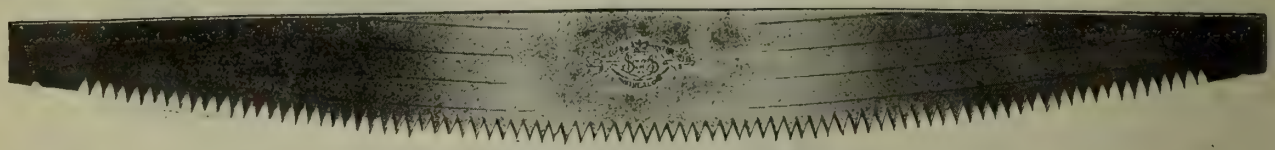
THE

LAIDLAW BALE-TIE CO.

LIMITED

Factory and Head Office HAMILTON, ONT.

A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
H. F. Moulden & Son, Confederation Life Bldg., Winnipeg
M. Bryan, 24 Aldgate, London, Eng.



SIMONDS

CROSS-CUT SAWS

Are carried in stock by hardware dealers all over the world. They are standard of quality and are extensively used on lumbering operations, on the farm or wherever a good saw is required.

SIMONDS CANADA SAW CO., LIMITED

"THE SAW MAKERS"

Vancouver, B.C. Montreal, Que. St. John, N.B.

TRADE MARK

CHICAGO SPRING HINGES

Type No. 3005 Adjustable Tension

The "Chicago" Screen Door Hinge (Type 3005) is made of heavy wrought metal and has an adjustable tension.

The spring is entirely enclosed and made of oil tempered steel wire. Nothing better in workmanship or finish. Packed one pair in an individual box with screws to match.

TRADE CSB CO MARK

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue M-36

INCOMPARABLE

REGISTERED
TRADE MARK.

Buyers of Fishing Tackle!

In recent years you must have noticed a marked tendency on the part of **Anglers** to demand finer—less clumsy—better quality tackle. In other words, anglers are becoming real **Sportsmen,** instead of just fishermen and prefer to rely more on their own skill than on coarse, cheap tackle, large hooks and hand lines.

Buyers: Be prepared. The demand for higher grade, more sportsmanlike tackle is surely growing rapidly.

We manufacture all grades, but we much prefer to make and sell the **best**—the most sport-productive and cheapest in the end —**the Incomparable Brand.**

Mail orders and correspondence solicited. Goods sold to the trade only.

Ludgate, Ryder, Thomas & Co.
Clive Road
Redditch - England
Representative—Canada and U.S.—Thos. Tully, Riverside, Illinois

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly

Manufactured in Canada

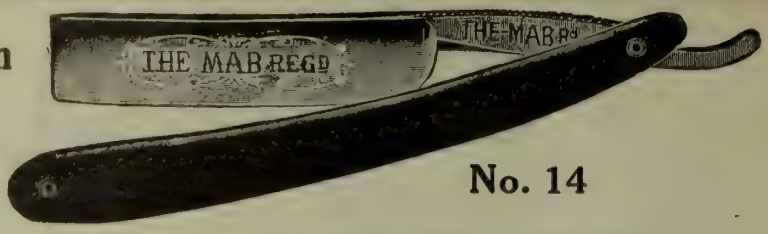
MENDETS
A PATENT PATCH

Mendets are selling wonderfully. Orders pour in as fast as we can fill them. Millions of boxes have been sold. Placed in sight in your window or on your counter, this display case sells them on sight. Mendets occupy little space.

The effective results given by Mendets have created an enormous natural demand. An extensive advertising investment has maintained and stimulated this demand everywhere. The easiest sales you ever made. Write your jobber.

Collette Mfg. Company, Collingwood, Ontario

A safe and certain line for all Hardwaremen



No. 14

25 years reputation

The famous "MAB" RAZORS

Mab Razors still lead the way for quality of workmanship and material. Made from the finest Sheffield steel—carefully tempered and set—every razor guaranteed. "MAB" pocket cutlery is also made from same steel.

Send for prices and particulars from our Canadian agents

THE CANADIAN SALES CO., 11 Adelaide Street East, Toronto **Telephone Main, 6510**

Made by THE MAB CO., Birmingham and Sheffield, England

Frost King

This metal is in demand because its desirable characteristics are so well known. High anti-friction quality, unequalled endurance, and always running cool.

Do Hoyt Metals sell? Over $10,000,000 worth annually!

Hoyt Metal Company

Montreal TORONTO Winnipeg

THE TALLMAN
ROTARY AND OSCILLATING
SPRINKLER

SOLD BY ALL DEALERS

MANUFACTURED BY

Tallman Brass & Metal Limited

HAMILTON, ONT.

COLONIAL WIRE MFG. CO., LIMITED

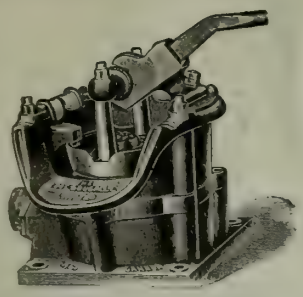
WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright annealed, oiled and annealed.
Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.
FENCE STAPLES—WIRE NAILS—WOOD SCREWS
PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL



DIAPHRAM PUMP
Fig. 402

DIAPHRAM PUMP

for
Contractors Use
or
For Any Purpose
Where

"A LARGE QUANTITY OF WATER"
is required
"To Be Removed" in a Hurry

We always try to keep this pump on hand for urgent calls and can supply suitable hose in 10, 15 or 20 foot lengths.

The R. McDougall Co.
LIMITED
GALT, CANADA

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

in

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

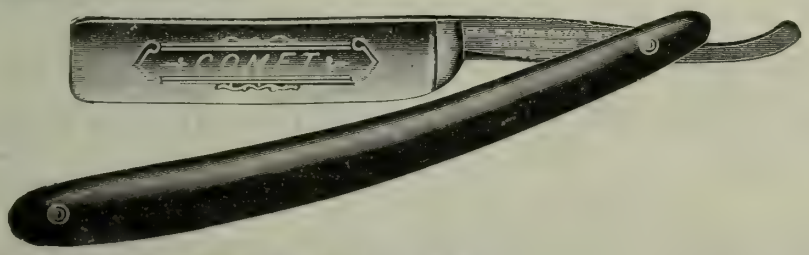
Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

WHERE VALUE COUNTS

Our policy always has been and always will be to give men who shave the **most** razor value for their money.
Whether a customer pays $2.00 for a razor or $5.00, he wants a good shave.
We have put the material and workmanship **into** G. W. Korn's Razors which assure men getting the maximum number of shaves **out** of them. The line is big—the profits worth while.



GEO. W. KORN RAZOR MFG. CO., - - LITTLE VALLEY, N.Y.
Canadian Office : 140 McGill Street, Montreal

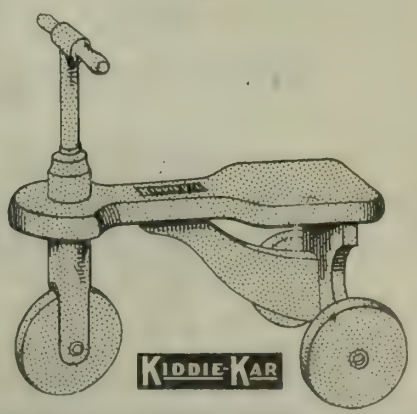
Kiddie-Kar

The Kiddies Sell Them

The desire for Kiddie-Kar spreads among the children faster than any epidemic ever could. With a few in the possession of the neighborhood kids your sales begin to mount. The kiddies advertise and sell Kiddie-Kars for you.

Ask about the Trailer makes the Kiddie-Kar perfect.

Canadian K.K. Co., Limited
Elora, Ontario, Canada



The Publisher's Page

TORONTO May 1st, 1920

Above Board Circulation

EVERY DOLLAR that is spent for advertising in a publication that misrepresents its circulation and thus obtains money under false pretenses is a dollar lost to the publishers who give full value.

In self-defense, therefore, the "above board" publishers have an independent audit made of their circulation records by the Audit Bureau of Circulations and invite their competitors to do likewise.

When excuses or evasions are given for declining the challenge, the advertiser can draw his own conclusions.

There are many excuses for not belonging to the A.B.C. There is only one reason.

HARDWARE AND METAL is a member of the Audit Bureau of Circulations. There are no hidden mysteries about its circulation records.

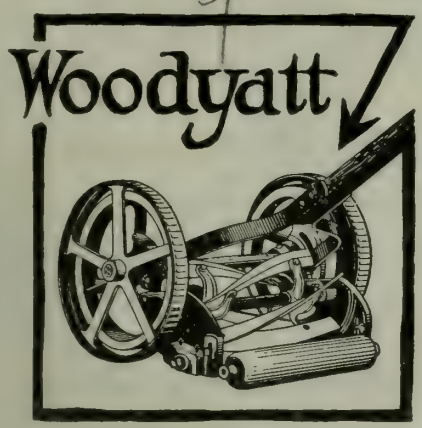
HARDWARE AND METAL

"Canada's National Hardware Weekly"

143-153 University Avenue **TORONTO, CANADA**
Montreal Branch, Southam Bldg. **Winnipeg Branch, Union Trust Bldg.**

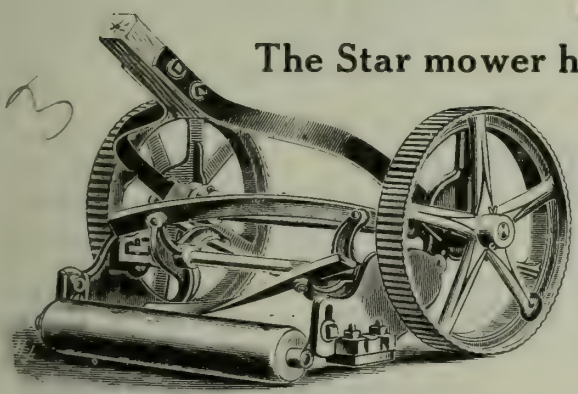
Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

LAWN SUPPLIES



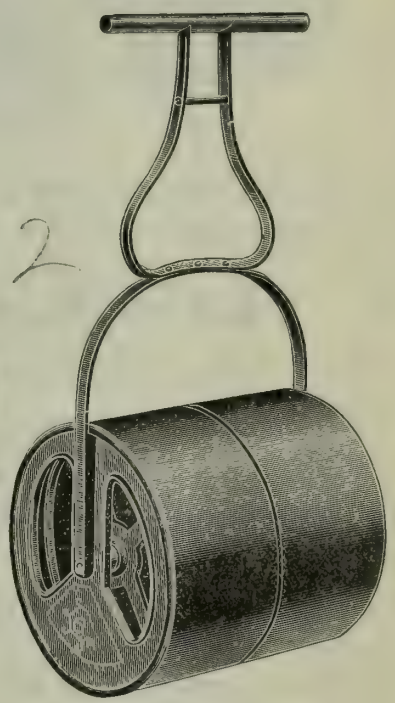
The Woodyatt has been Canada's leading high grade Lawn mower for years.

Sizes: 12, 14, 16, 18 and 20 inch cut.



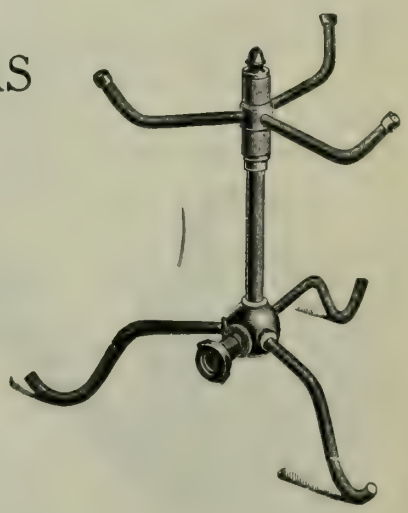
The Star mower has lower wheels than the Woodyatt. It is strong and durable.

Sizes: 12, 14, 16 inch.



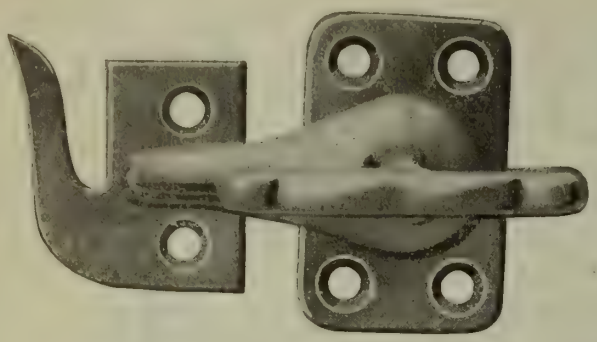
Dunham Water Weight Rollers

LAWN SPRINKLERS
HOSE
NOZZLES
CLAMPS
LAWN
SHEARS



CAVERHILL, LEARMONT & CO.

MONTREAL



Casement Fastener

No. 200

Many stylish houses now being built are equipped with casement windows. You will have good sales for a reliable Fastener like No. 200.

We manufacture Furniture trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

Ask for information.

The Stratford Brass Company, Limited
Stratford, Ontario

LOCKS, BOLTS AND BARS

These and all articles pertaining to the Builders', Joiners' and Carpenters' requirements are our specialty.

We are in touch with the most noted and remote manufacturers in the trade.
Do not stand and wonder where you can procure any particular line in hardware. That's ours!
We shall assemble all your requirements and dispatch in one consignment.
Let us have your enquiries at once. Delays are dangerous on a rising market.

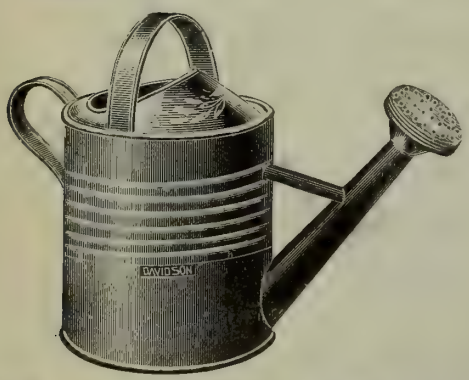
Address your envelopes B Dept.

White & Colquhoun

Hardware Exporters **45, 47 and 49 Mains St., off Waterloo St., Glasgow**

JAPANNED WATERING POTS

We shall be glad to supply, in addition to our General Catalogue, information on Enameled Ware, Sheet Iron Ware, Camp Stoves, Oilers, Tinners Trimmings, etc.



Davidson Water Pots have been giving satisfaction all over Canada during the last half century.

These are Japanned in green and are all fitted with our patent cleanable rose. Made in seven different sizes; stamped with our trade-mark which is a guarantee of superiority.

The Thos. Davidson Mfg. Co. Limited

Head Office: **MONTREAL, Phone Vict. 1492**

Branches: Toronto and Winnipeg

Steel Foundry Division: Lachine Canal, Turcot

DAVIDSON

"Canada" All-Steel Refrigerators

Finished like a Porcelain Dish

It is made of heavy galvanized steel, with very few seams, and these are made without rivets and soldered smooth, no square corners or rough places. The whole surface is specially treated then finished inside and out with porcelain white enamel. It is non-rusting, clean and oderless and very pleasing in appearance. Has the finish of a porcelain dish. Easy on ice.

For sale by leading jobbers.

J. Samuels
275 Queen St. W. Toronto

Vinegar

and

Syrup

Pumps

WALTER WOODS & CO.

Hamilton and Winnipeg

Cut Selling Cost on Files

And at the same time win satisfied and steady customers.

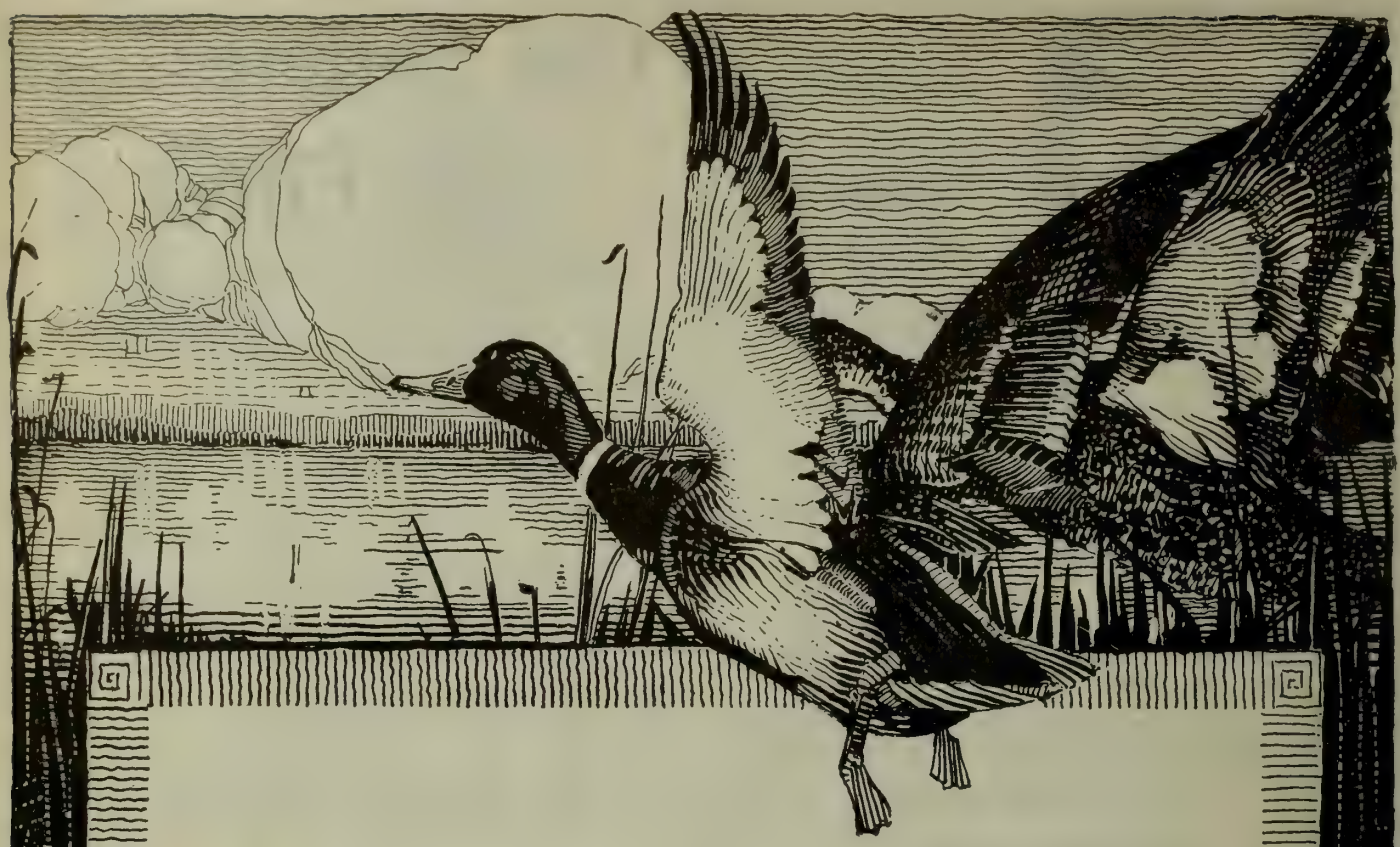
Famous Five Files are known by all file users as the standard of quality and require no "sales talk."

They sell themselves.

This means profit for you.

We co-operate by carrying large stocks, in order that orders may be filled promptly when you apply to your jobber.

Specify Famous Five Files. They are:



This is What Builds Profits

—to meet the demand of your customers for an ammunition that fulfills every need—whether for small or large game, target or trap shooting.

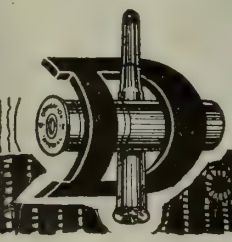
Hunters and shooters of experience know and insist on

Dominion Ammunition

Make Dominion the basis of your ammunition stock and reap the benefits of the demand for this ammunition.

Dominion Cartridge Co., Limited

Montreal **Canada**



"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, MAY 1, 1920 No. 18

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*
H. V. TYRRELL, *General Manager.*

Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal.

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ESTABLISHED 1887.

HARDWARE AND METAL

GEO. D. DAVIS, *Manager.*

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Ave., Telephone Main 7324; Winnipeg, 1103 Union Trust Building, Telephone Main 3449. Vancouver, 314 Carter-Cotton Bldg., 198 Hastings St. West.

GREAT BRITAIN—London, The MacLean Company of Great Britain, Limited, 88 Fleet Street, E.C., E. J. Dodd, Director, Telephone, Central 12960. Cable Address: Atabek, London, England.

UNITED STATES—New York, A. R. Lowe, Room 1606, St. James Building, 1133 Broadway (corner 26th St.); Boston, C. L. Morton, Room 734, Old South Building, Telephone Main 1024; H. A. Maguire, Room 1402, Lytton Bldg., 14 E. Jackson Street, Chicago, Phone Harrison 9133.

SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year. Invariably in advance.

Butterfield Tools Make Sales

Butterfield Dealers build their Tool Departments on a firm foundation. On Butterfield's 40 years of experience and successful performance; on the good reputation of the Butterfield firm name —a name that stands for fast cutting, accurate tools, reliably tempered, and fully respected by the mechanic.

Butterfield tools are esteemed and admired by responsible shop and plant executives for their well known effect in reducing time and cost on the operations where they are employed. It is for this reason that the Purchasing Agent is well known to Hardware Store Tool Departments.

Butterfield & Company, Division
Union Twist Drill Company
Rock Island, Que.

FOREIGN REPRESENTATIVES: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France. Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R. A.

Canada's National Hardware Weekly

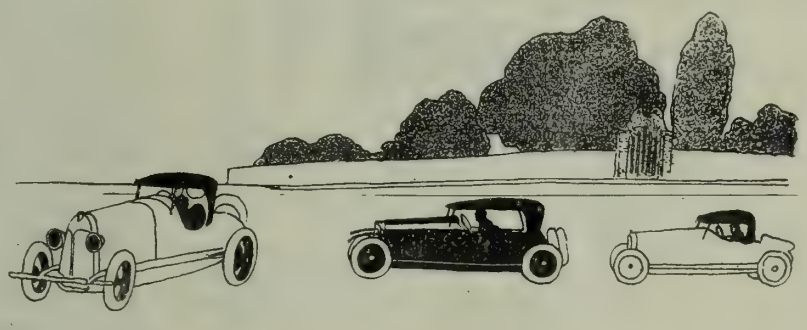
HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, MAY 1, 1920 No. 18

To Enforce Anti-Glare Headlight Law

Middle of July Will See Much-Discussed Regulation in Effect in Ontario—Drastic Action by New Farmer Government—Will Issue Certificates to Manufacturers of Devices Which Qualify



THE much-discussed anti-glare headlight law for the regulation of headlights on motor vehicles in the Province of Ontario is about to be enforced. The date when the regulation will become law is likely to be the middle of July, according to the statement made to HARDWARE AND METAL by officials of the Department of Highways. The law will become effective sixty days from the date of signing by the Lieutenant-Governor, which will be at prorogation of the present session. While it is impossible to make any definite statement as to when the session will prorogue, Government members have indicated that the session will not likely extend past the middle of May.

First reading was given an act to amend the Motor Vehicles Act in the present Legislature on March 23rd, making the following changes: Subsection (4) of Section 9 of the Act is amended by inserting the word "parallel" before the word "beam," making the section read as follow: "It shall be unlawful to carry on a motor vehicle any lighting device of over four candle power, equipped with a reflector unless the same shall be so designed, deflected or arranged that no portion of the parallel beam of reflected light when measured seventy-five feet or more ahead of lamp shall rise above 42 inches from the level surface on which the vehicle stands."

A further amendment included in the Act to amend the Motor Vehicles Act, as now before the Legislature, adds the following subsection:

"Any device for the elimination of glare, approved by the Minister of Public Works and Highways, when in proper adjustment, and having a lamp of candle power not in excess of that authorized by the Minister for such device, shall be held to be in conformity with the next preceding subsection."

Department Will Issue Certificates

It was explained to HARDWARE AND METAL by an official of the department that the Government will issue certificates to manufacturers of headlight lenses and any other device having for its effect the compliance with the Anti-Glare Law. It is not likely that they will be compelled to pass tests and secure the certificates, but automobile owners will be advised to see that the lenses or devices they purchase have passed the test, otherwise they will not be sure of complying with the law in using such lenses or other devices. The standard set in the Act as outlined will be that used by the Government in deciding the legality of such devices.

In taking action to enforce the anti-glare headlight law the new Provincial Government is taking the first definite step in a matter which has been before the legislatures of the province for a long time. The late Government passed a headlight anti-glare law several years ago, but never put it into effect, because, it is alleged, it feared that by so doing it would jeopardize its position in the rural districts. It is therefore significant that a Farmer Government is the first to take definite action in passing this, its first law respecting motor vehicles.

Ontario Motor League Prepares for Anticipated Rush of U.S. Motor Tourists

Expect 100,000 Cars Will Visit Canada From United States This Summer With Average of Four Persons to Each Car—Big Boom for the Accessory Trade

BEARING out the information contained in an article in the last motor accessory issue of HARDWARE AND METAL, with respect to the probability of large numbers of automobile tourists visiting Canada during the coming summer, and pointing out the trade possibilities involved, the Ontario Motor League has received numerous requests from automobile clubs in the United States for information and road maps. Officials of the league state that this will probably be the heaviest season of motor touring which has been seen since the automobile first came into use. All the war time restrictions are lifted and the quarantine is no longer effective, and these factors combined with the complete automobile license exchange which has been effected will give a great impetus to touring in Canada this summer.

It is approximately estimated that at least 100,000 tourists will cross into Canada from the United States during the motoring season. Averaging four persons to a car it is evident that our transient population will be very large during the warm weather. The outlay of money involved will mean much to Canadian accessory dealers, and to trade in general.

So great is the rush anticipated that the Ontario Motor League are extending their offices in order to expand their touring department.

Demand Prepayment of Freight in United States Currency

United States Railways Impose Drastic Regulations — No Transhipment to be Allowed at Border Points

ON announcement which may have far-reaching effect on prices of commodities imported, either in the raw or finished state, from the United States, is that just made by United States railways, to the effect that on all freight shipments coming into Canada it will be required that freight be prepaid through to the destination in United States currency. This regulation has been hinted at for some time but definite action is now to be taken and the new arrangement will be in effect on and after May 1. No provision is made on the basis of comparative mileages which the freight is carried in Canada or the United States.

Some U. S. railways have also given notice that they will not only demand this prepayment but will also refuse any transhipment at border points. Canadian importers are therefore prevented from securing freight at the border by prepayment to border points and then paying the Canadian haul in Canadian currency.

On the basis of the present value of Canadian currency in New York, it is evident that the impost will be heavy on certain lines. On first glance it appears to mean an increase of $11.50 to $12 for each hundred dollars of freight charges.

Coal is one commodity which will be seriously affected by this action, and this being a basic requirement the effect will probably be felt through many other channels, apart from the direct increase in freight charges on other commodities themselves. Thus the effect of the new regulation will be reflected in many ways and increase either directly or indirectly costs of production.

GUELPH BRANCH OF R. M. A. HAS BANQUET

The branch of the Retail Merchants' Association at Guelph, Ont., was recently tendered a banquet by the executive. President R. E. Nelson presided, and Secretary George E. B. Grinyer read a report showing that the membership had nearly reached 100, and the finances were in good condition.

W. B. Miller, of Toronto, Provincial Secretary of the Association, spoke on matters connected with the recent legislation affecting local merchants, and answered a number of questions. Addresses were also given by President Hahn, of the Preston Association; P. Kelly, of Stratford; R. M. Millar, B. W. Zieman, of Preston.

RAIL RATES TO CANADA BASED UPON STATED VALUES

Washington, D.C.—The Interstate Commerce Commission has issued an order allowing railroads to establish rates on glass, sheet or lump; lead, red or white; litharge, etc., between points in the United States and Canada, dependent upon the value declared in writing by the shipper or agreed upon in writing as the released value of the property.

SASKATCHEWAN DEALERS PROTEST LEGISLATION

REGINA.—Retail dealers are up in arms against an act passed at the last session of the Legislature whereby it is provided that at least one point in the Province shall obtain a stock of repairs and parts for automobiles sold in the Province and for a period of five years after the date in which an automobile of any make may cease to be sold. The dealers claim that this obliges them to either jointly put in a large stock at one point of repairs or else each dealer must carry repairs. In either event they claim it means tying up a large sum in spare parts and they claim that as they hold their agencies subject to cancellation on short notice they cannot afford to risk their money in this way.

Dealers also allege that the act will have the tendency to give three or four manufacturers who are already well established in this Province a monopoly of the business as agents will refuse to accept the agency for the sale of new makes of cars. The Government has replied that it is powerless to interfere as the act has been passed and pending the Legislature re-convening next winter nothing can be done in the meantime.

SHEFFIELD MANUFACTURER SAYS HIGH TOOLS STILL

That there will continue to be fully maintained prices for fine and even regular grades of tools seems to be shared by some manufacturers; in fact by many of them.

A Sheffield manufacturer, communicating with his representative in Canada, pointed out that tools, while now high in price, would rule high for some time to come, "probably for a long time," as he said. This will be explained by the continued high prices of labor, and also by the continued high prices asked by producers for high-grade tool steel. There is nothing to indicate that there will be a change of a radical nature, thinks this authority, in either the cost of labor or of raw material. Change there may be, he admits, but if this should come it will be in the nature of higher prices.

More Autos on Canadian Roads This Summer; Boom in Demand for Second-Hand Variety Offers Increased Scope for Accessory Sales

Lack of Production of New Cars Creates Sensational Demand for "Used" Cars—Many Accessories Being Purchased to Brighten Up Old Cars—Mail Order Houses Active for Accessory Business, But Hardware Dealers Have Big Advantage

IT is not many months ago that second-hand automobile dealers were much perturbed over the used-car problem as result of the congestion of a super-abundance of used cars, which condition was hampering business. Almost in the twinkling of an eye the situation has reversed, and to-day the used car is an article much in demand, is bringing big prices and is being eagerly snapped up even for speculative purposes.

Automobile dealers report that the demand for second-hand cars is so great that it cannot be filled, that many old models which ordinarily would have now been on the scrap heap are being fitted up and sold at good prices. The result is that the junk yards are being kept very clean and the second-hand car dealers' shops are hives of industry. It has even been discovered that some cars are bringing more as second-hand varieties than they did when sold new. This indicates that there will be a big increase in the number of automobiles used in Canada during the coming summer. Perhaps it is suggested by some that owing to curtailed production the increase will be small. While this may be the case yet it must be borne in mind that ordinarily, when the production of new cars is normal, that there are a great many second-hand cars standing idle in dealers' shops. The condition resembles a street car strike in any large city, at which time, owing to the tying up of the normal means of transportation, every vehicle capable of carrying passengers is pressed into service, and anything on wheels is welcomed, no matter what its appearance may be.

Will Be More Autos on Roads This Summer Than Ever Before

When a greater premium is placed on an article it is desired more than ever. It may, therefore, be safely predicted that there will be a great many more automobiles on Canadian roads this summer than ever before. The natural increase in the number of cars will bring an increase in business to the automobile accessory dealer, but what is perhaps a more important field for business in accessories is the greater use of second-hand cars. There will undoubtedly be a tendency on the part of those purchasing used cars, to surmount the difficulty by spending money on paints and other accessories in order that the car will look as up-to-date as possible. In addition to paints and varnishes, the demand created by trade of this kind would be for such lines as top dressings, polishing wax, bumpers, engine and tire tools, spare tires and tubes, oil cans, pumps, tire repair outfits, etc. These are lines which are generally missing when a car is purchased from a second-hand dealer, they being either retained by the original owner or appropriated by the dealer for use elsewhere.

Automobile Accessories

We have added to our already Complete Stock of Hardware a line of Automobile Accessories, which we know will be appreciated by all Car Owners.

THE SUN RAY LENS
Every Car must now be equipped with a Non-Glare Headlight Lens. The SUN-RAY complies with the motor act. Let us supply you at once. Per Pair ---------- $2.75

AUTO POLISHES
Brighten All
Liquid Veneer
Cedar Polish
V-Ava-Spray

TIRE CHAINS
Do not be without chains. They save many an accident. Size 30x3½. Per pr. $2.65
Other sizes in stock.

TIRES AND INNER TUBES
In the usual sizes always in stock ask us to show you the tire that is guaranteed for 7,000 miles. Before buying elsewhere be sure you see this tire

EFFECTO AUTO ENAMEL
Brighten up the old car with "Effecto" auto enamel. We have it in the clear as well as colors. Also Top dressing for cars

BLOW OUT PATCHES
Just the thing to keep an old tire in shape. Have one on hand as you never know when you want one.

Oils and Greases
Polarine and
National Carbonless.
Transmission Grease
Cup Grease

ALSO A LARGE ASSORTMENT OF:
Patches, Tire-doh, Bulbs, Pumps and Tubing Vulcanizers vulcanizing Rubber and Cement, Mud Hooks, Hydrometers and many more useful articles.

Agents for White Rose Gasoline

THE MANITOBA HARDWARE AND LUMBER CO., LTD.
HARDWARE, LUMBER and FURNITURE
NELSON STREET. PHONE 27

Automobile Industry Not Yet Back to Normal

Factors which have helped to bring about the present shortage of new cars are the lull in production during the war and the unusual demand for cars by those who have recently become prosperous. During the last months of the war production of motor cars sank very low. Factories were busy with war orders and they were handicapped by labor shortage. So great was the upheaval in the industry that even yet the majority of automobile plants are not back on a normal production basis. To cap it all many people who profited financially during the war period and since the armistice, are now actively buying up new automobile models so soon as they are produced. However the condition now exists and the accessory dealer can take advantage of the situation to increase his sales.

The accessory field offers great opportunities for building up a large and successful business, but it is necessary for the hardware dealer to be active in fol-

lowing up all opportunities for business in order to hold down competition and make the most of this class of trade. To this end the problem is not so much one of having on hand the articles for which the customer may ask, but of putting up a strong appeal for the business.

Mail Order Houses After Accessory Business

Mail order houses are going after the accessory trade with great energy. Within the past few months two of the largest mail order houses in the country sent out several million copies of catalogues listing some fifty pages of automobile accessories. A third mail order house distributed a catalogue with sixty pages of accessories. This is a class of competition which the hardware dealer must watch closely.

Dealing with means of combatting mail order competition, Frank Stockdale, retail merchandising expert, representing the Associated Advertising Clubs of the World, made the statement at a Western R. M. A. convention that display was one of the strongest sales facturers available in present day merchandising. This being the case, the retail merchant has a big advantage over the mail order house in the sale of auto-accessories. This is perhaps more the case with accessories than with many other lines handled in the hardware trade, for it is noteworthy that most accessories are sold through the appeal they make on sight. There are so many devices on the market that an automobile owner generally does not bother about such additions to his car equipment unless the article itself explains its use and advantages and the prospect is allowed to handle it. A good window display or showcase of accessories will therefore be far more effective in proportion than all the mail order catalogues sent out, providing other considerations are equal.

Dealer Has Big Advantage Over Mail Order

If a dealer finds local business in accessories is going to mail order houses he can emphasize the consideration of transportation expenses; the interest on money paid in advance; the delay to customers in receiving mail ordered goods. By keeping down his cost of doing business the retailer will be enabled to compete favorably as to prices on accessories, with the mail order houses. A plan of sending out personal letters touching on these points, to local people who are known to be mail order customers, has been used with good effect.

Next to having a good display of accessories always on view, it is important to have a complete stock of all lines, and particularly of those lines which are peculiar to the trade of the local community. Every accessory store will stock the general lines, but there are particular lines, having to do with the make of car, which constitutes the majority of local automobiles, which the live dealer will take into consideration. On this basis, of course, the city dealer would be required to stock a greater variety of accessories than the town merchant.

It is interesting to note that the whole automotive industry in Canada is fast approaching a premier position. This includes both the manufacture of automobiles and accessories. During 1919 the industry passed through a period of readjustment and expansion, while the demand far outran the supply. As has been outlined, this condition still exists. The feature of last year's operations was a marked tendency toward the all-Canadian car. New plants are being erected and planned to be equipped for the manufacture of parts hitherto obtainable only in the United States.

CALGARY PETROLEUM PRODUCTS CO. TO CONTINUE OPERATIONS

Calgary, Alta.—The Calgary Petroleum Products Company's gasoline extraction plant will continue operating, according to a statement made by A. W. Dingman, managing director of the company. Recently an order was issued by the Federal Government ordering the plant to be closed down if arrangements could not be made to conserve the residual gas from the plant which was going to waste.

Mr. Dingman stated that the volume of high-grade gasoline being produced offset this waste.

Tax Returns Make No Provision for Stock Depreciation

Tax Officials Say There is No Loss Until Transaction is Made—Otherwise a Capital Charge

AN enquiry has been received by HARDWARE AND METAL from a large Western wholesale and retail hardware company, asking whether any allowance is made for depreciation on stock, in connection with income tax statements. The firm making the enquiry writes that if no depreciation is allowed they consider it most unfair, as there are in all stocks goods which are unsaleable. The instance was cited of old sliding parlor door locks, which today in many districts cannot be sold at all. In this case these were taken in stock and a fair depreciation made, which however was disallowed.

Officials of the Taxation Office advise HARDWARE AND METAL that no allowance for depreciation is made because there is really no depreciation until a sale is made. In the event of a transaction taking place the loss then figures in the usual profit and loss account. If it is impossible to sell the articles in question there is no selling transaction on the part of the retailer and the charge then becomes one against capital. The merchant is taxed only on profits of goods sold and profits actually made in trading. Income tax officials say that experience shows that inventory reserves for declines in prices or values are arbitrary and suppository. It is contended that the more reserves are built in this way a greater amount of taxation will fall on the merchants later on in subsequent periods and returns; in other words, the department, it says, is really protecting the taxpayer in refusing to allow an inventory reserve.

Canada's Growing Export Trade

General Hardware Lines Undergo Substantial Increases in Export Business—Wire Nails and Cutlery Are Noteworthy Lines—Thousandfold Increase in Nail Exports to United States

INTERESTING figures indicative of Canada's growing export business are contained in the last monthly report of the Department of Trade and Commerce dealing with Canada's imports for consumption and exports.

Cutlery is one of the most interesting commodities listed, insofar as the statistics are concerned. For the month of January of this year our exports of cutlery to the United Kingdom were valued at $21,204, whereas no exports are listed for the corresponding month in 1919. For the ten month period ending with January, exports of cutlery to the United Kingdom totalled $1,710,247, whereas no exports were made during the same period in the previous year. Cutlery exports to other countries totalled $32,995 for the month of January and $368,929 for the ten month period as compared with a nil report for the same periods one year ago.

CANADA'S IMPORTATION OF AUTOMOBILES

The Department of Trade and Commerce figures that passenger cars imported into Canada during 1919 totalled 9,367 and trucks 2,113. The cars cost $9,304,235 and trucks $3,437,464.

These figures give some idea of the growing dimensions of the automobile business in Canada.

Thousand-fold Increase in Wire Nail Exports

One of the outstanding features of the report is the big increase in export of wire nails to the United States. For the month of January 1920 exports of wire nails valued at $297,202 were made to the United States compared with exports of $292 for the same month in 1919. For the ten months ending with January exports valued at $622,217 were made to the United States as compared with $203,266 for the same period in the previous year.

Exports of wire nails to the United Kingdom for January showed a slight decline from $147,468 for January 1919 to $126,525 for the same month this year. Totals for ten months showed quite a substantial falling off from $1,358,885 for ten months ending January 1919 to $853,027 for the same period ending January 1920.

Spades and Shovels

Spades and shovels have also figured in an increased trade for export. It is interesting to note that exports of these lines valued at $16,942 were made to British South Africa during January

1920. Exports to the United States of these lines for ten months ending January totalled $44,737; to British South Africa $171,763 and to other countries $23,296. No exports of spades and shovels were listed to any of these countries for the corresponding period one year ago.

Cream Separators

Exports of cream separators from Canada to the United States also show an increase. Figures indicate that exports valued at $91,635 were made during ten months ending in January as compared with $25,900 for the same period one year ago. Exports of cream separators to France have also increased from $41,984 in ten months ending January 1919 to $80,229 for the same period this year.

Bolts and Nuts

Bolts and nuts to the value of $50,357 have been exported to the United Kingdom during the ten months while no exports were listed for the corresponding period one year ago. Exports to other countries for which no figures are listed for the same ten month period one year ago are as follows: To United States $10,995; British South Africa $15,693, and to other countries $14,348.

Nails, Brads, Spikes, Tacks

Exports of nails, brads, spikes and tacks of all kinds also figure largely in the quotations. No exports were listed during the ten month period ending January 1919 and in comparison the following figures are shown for the same period ending January, 1920: Exports to United Kingdom, $373,302; to United States, $72,043; British South Africa, $102,028; other countries $269,177.

Total figures showing comparisons of exports for the month of January and for the ten month period, insofar as Cutlery and Hardware are concerned, are as follows:

Exports to United States for the month of January increased from $16,400 in 1919 to $330,717 in 1920. Exports to the United Kingdom for the month show a slight decrease but for the ten month period there is an increase of from $1,976,606 for ten months ending January 1919, to $3,486,045 for the same period ending January 1920. Exports to other countries for that period showed a considerable falling off.

Guns, Rifles and Firearms

Exports of guns, rifles and firearms to the United States showed an increase from $980,988 for ten months ending January 1919 to $1,865,108 for the same period ending January 1920. For the same period exports to the United Kingdom fell off from $100,225 in 1919 to $2,283 in 1920.

CANADA'S EXPORTS OF WIRE NAILS TO U.S. INCREASED A THOUSAND-FOLD

Statistics of exports from Canada for the month of January last, indicate that this country exported to the United States, during that month, wire nails to the value of $297,202 as compared with exports valued at $292 for the same month in 1919. This thousand-fold increase in one year is very significant, but has undoubtedly been largely influenced by conditions prevailing in the U.S. industry as result of labor and railway difficulties during last year.

Lamps and Lanterns

Lamps and lanterns showed a substantial increase in export from $9,264 for the 1919 ten month period to $78,164 for the same period 1920. Exports to the United States for the same period 1920 were about one-half of the value shown for the 1919 period.

Scales and weighing beams showed the following export value for the ten months ending January 1920 in comparison with no exports for the same

period in 1919; to United Kingdom $19,723; to United States $17,985; to other countries $45,507.

Scrap Iron and Steel Increases

Large increases in exports of scrap iron and steel are recorded in the statistics. The monthly figures for January in comparison do not show much change but for the ten month period substantial increases are noted as follows: To United Kingdom $751,831 for 1920 period, no exports in 1919 period; to United States $2,733,693 for 1920 period compared with $913,345 for 1919 period. Exports for the month of January to United States were $332,502 in 1920 compared with $235,495 in 1919.

Stoves

During the month of January stoves were exported to the United Kingdom to the value of $5,212 while no exports are listed for the same month in 1919. Increased exportations to the United States are also noted for the same month. For the ten month period the figures are as follows: Exports to United Kingdom, $5,894 in 1919; $12,113 for period ending January 1920; to United States $20,318 for 1919, compared with $35,179 for 1920; to Newfoundland $31,869 for 1919 and $66,110 for 1920.

Tinware

Tinware exports to United Kingdom for the ten months show an increase of from $3,381 to $11,933, comparing figures for the 1919 and 1920 periods. No exports were made to Australia during the period ending January 1920, while figures for that period in 1919 indicate that exports valued at $11,666 were made. Exports of tinware to British South Africa have dropped from $85,288 in 1919 to $7,396 in 1920 period. Total tinware exports show a decrease from $176,882 in 1919 to $35,476 for 1920 period.

Brass Valves

Substantial increases in exports of brass valves are noted in the report. Exports to the United Kingdom valued at $64,915 were made during the ten month period ending January 1920; exports to United States of $88,151 and to other countries $106,277. These figures compare with no export listed for the same period in 1919.

Paint and Varnish Export

Much interest is also attached to the statistics concerning paint and varnish exports. Exports to the United Kingdom showed a substantial increase. Figures indicate that exports of paints valued at $520,323 were made during the ten month period ending January 1920 compared with $168,535 for paint and varnishes of all kinds for the 1919 period. No comparison can be given, as figures for 1919 include paints and varnishes of all kinds, while 1920 figures include paints only. It is interesting to note however that the total value of all exports of paints for the ten month period was $1,180,583 compared with exports of $1,131,693 of paints and varnishes of all kinds during the same period 1919.

Canadian Firms Are Practising Standardization

Orders May be Filled and Stocks Turned Over More Rapidly—Facilitates Manufacture and Delivery

THE scarcity of all forms of materials, together with the consequent high prices, are factors in influencing manufacturers to reduce the variety of their products to the utmost degree in order to increase the production of the articles which are in the greatest demand and at the same time reduce the costs of manufacture.

The Canadian Wm. A. Rogers is engaged in the manufacture of silverware and cutlery, and the enormous demand which has developed recently for this company's products has forced the management to adopt the policy of reducing the number of lines. M. R. Woods, the general manager of the firm, states that the practice has resulted in a distinct advantage not only to the firm but to the public as well. He points out that the firm is engaged in the manufacture of two distinct lines of silverware, flatware, as knives, forks, and spoons; and hollowware, including tea sets, entree dishes, etc. A communication on the subject is as follows:

"We have cut the number of designs in both flatware and hollowware by probably 75 per cent., with the definite result that we can produce far more economically, and our customers have benefited to an equal if not greater extent, because they get their orders filled in much less time and are able to turn over their stock much more rapidly. It is difficult in our particular line of business to co-operate with our competitors, because our products and theirs are produced largely by die work, and each company has its own particular designs, but we understand that all the manufacturers of silverware in Canada have adopted the same policy as ourselves. As a matter of fact, we cannot see how any manufacturer can avoid reducing and standardizing his lines under present-day conditions, unless he is able to secure an unlimited number of operatives, which in the skilled trades is practically impossible."

In Steel Products

C. W. Sherman, president of Dominion Foundries & Steel, Ltd., touches on a different phase of Canadian industry, but the underlying conditions are practically the same. He points out that the reduction of the variety of products in Canada would be most desirable, due to the fact that the volume of business in this country is less than 10 per cent. of the American volume and the variety of demands just about as great as in the States. He proceeds as follows:

"Up to the present time we have only written and suggested various lines to our customers, and I mention the following: Take the one item of frame steel for automobiles—three thicknesses, light, medium and heavy, should cover the entire requirements of all the companies in Canada. On the other hand, we receive orders for at least twenty different thicknesses, varying in gauge from 100 to 200 thousandths of an inch. This greatly upsets our operation of rolling, shearing and shipping. This same condition also applies to other thin shaped flat steel for miscellaneous plate work, agricultural work and deep drawing work.

"For Canadian consumption we would recommend that sheets be limited to four gauges—14, 18, 22 and 28, and that light plate steel up to quarter-inch be limited to six gauges—.095, .125, .150, .200 and .225. It can readily be seen that this would greatly facilitate manufacturing, carrying in stock and delivering flat steels."

WARNING TO OIL BUYERS

Members of a U. S. paint, oil and varnish club are making the following appeal to buyers:—

"Do not get caught by an adroitly worded circular offering bargains in linseed oil and turpentine sent out from Eastern cities by a firm changing its name and address constantly.

"The man who wishes to get the value of his money will not bite at so-called bargains and will drop into the waste basket any circulars offering linseed oil and turpentine at large discounts and containing a clause 'Guaranteed to Give Satisfaction or Returnable at Seller's Expense,' or 'Subject to Your Inspection and Approval.'

"When you buy adulterated or 'Comp' linseed oil and turpentine at any price the other fellow 'puts one over' on you, for he adds dope to make an extra profit, even though the stuff is sold much below the market price for pure goods.

"Buy the well-established brands located in Minneapolis and St. Paul, and beware of the low-priced, special terms, impure article offered from Eastern cities. The best is the cheapest."

Toronto Adopts Daylight Saving

Effective May 2 to September 25, Kitchener Also Adopts Measure

Toronto, Ont.—Despite the fact that there was considerable opposition to the adoption of daylight saving in the city this summer and a deputation of ladies appeared to protest against it, as creating an unnecessary hardship upon hundreds of helpless mothers and children, the City Council yesterday by a vote of 17 to 7 directed the Mayor to issue a proclamation calling upon all citizens to observe summer time from May 2 to September 25 inclusive.

Kitchener, Ont.—Daylight saving will come into effect here on May 2 at midnight, according to a resolution passed by the City Council early in the year.

"IT SHOWS THE REASON WHY"

THE above display used by The Green Furnishing Co., Hamilton, Ont., in connection with a recent sale of oil ranges, had a number of novel features which made it effective in drawing attention and interest.

In the centre of the display was shown a pile of anthracite coal, upon which a card was placed reading: "250 lbs. of coal costing $1.70—one week's supply for the average family's home cooking."

To the right of the coal was a can of ashes bearing a card which read: "150 lbs. of ashes—the average amount that has to be handled every week when using coal."

To the left was a 3 gallon oil can bearing a card which read: "3 gallons of coal oil, 90c—one week's supply for the average family using the —— oil range."

In the rear were shown the various models of stoves.

Due to the unique nature and direct appeal of the display the management advises that "the window attracted large and interested crowds, and the number of sales produced were most gratifying."

Mr. Clement Keiffer, Buffalo, president of the Display Association of America, complimented the company on their window display, stating that the arrangement "showed the reason why," and adding that any window which has an appeal as strong as that carried in this one, would be bound to make people look.

Extend Booking Dates on White Lead and Putty

Dating Arrangements Extended From May 15 to September 1—Dealers Urged to Take Delivery

EXTENSION of the booking dates on both white lead in oil and putty is announced by the various paint companies. The last dating arrangements were to expire on May 15, that is, wher prices were last arranged the forward shipping date was fixed for May 15th. It is this date that is now extended, the same to apply on putty and lead shipped out between now and September 1st. This rule is subject, however, to any unforeseen changes that may take place in raw materials.

Orders Must be Cleaned Up

Many orders were placed months ago for lead and putty to be shipper later, and at prices that were ruling on given dates. On white lead in oil, for instance, the base price on 5-ton quantities was $16.50 per 100 pounds from November 18 to January 7. Many dealers booked between these dates but have not, as yet, taken delivery, as the privilege of taking these requirements was extended to those who desired shipment made later. Such shipping date expires definitely on the 15th of May, and specified orders, the paint men state, will have to go forward by that date.

Then again, from January 7 to March 5 a price of $17.50 per 100 pounds applied on white lead in oil, and bookings were made for forward shipment. These placed orders will have to be filled and shipment made by May 15 if these prices are to be taken advantage of.

Urged to Take Delivery

Paint manufacturers have been urging their customers to accept delivery of their booked orders with as little unnecessary delay as is possible. The raw material situation, as pointed out in HARDWARE AND METAL frequently, of late, has given but little assurance of uninterrupted delivery of finished products being made. On white lead in oil, particularly, export orders have absorbed much lead, and there is still some export being undertaken. Some have pointed out that there will be no advantage gained in deferring shipment of their necessary requirements, and dealers will have, of course, to specify shipment soon if they have booked at the prices above outlined.

More Activity in Building

Building Construction During 1920 Will be Much Greater Than Last Year

WITH the return of weather conditions favorable to outside construction work building throughout the Dominion has opened up on a scale which far exceeds the corresponding period a year ago. New totals for building permits have been piled up, and last year's record to date is far surpassed. This in spite of the fact that the ascending prices for building materials and labor continue. The higher costs must be considered, however, as a factor in this year's higher total.

The total value of building permits issued during the month of March was $7,850,460 as against $3,303,440 for the corresponding period a year ago. The returns for the first three months of the year reveal a very large increase over last year and indicate a revival of building activity in Canada on a scale not experienced since the years before the war. For the first three months building permits totalled $16,138,556 as against $6,383,973 a year ago, or an increase of $9,754,583. Practically all important municipalities have contributed to this increase. The twenty-four cities of the Eastern Provinces record a total of $5,588,644 in building permits and the fourteen cities of the West, $2,261,816.

Building has been resumed on an extensive scale in Toronto, and the total for the month of $2,062,747 is far in excess of the records of her nearest rival and constitutes a record for building in Toronto this year. Montreal shows a revival also with permits issued to the value of $945,496 as against $228,208 for March a year ago. Other Eastern cities which have piled up substantial totals are Halifax with $226,435; Quebec, $392,524; Hamilton, $311,225; Kitchener, $319,690; and Windsor, $288,395. In the West Edmonton displays a marked recovery. In March, 1919, building in that city was practically at a standstill, the value of the permits issued being $2,200. This year the total is $600,650. Values for Winnipeg for March of the present year are $559,900 as against $42,700 a year ago. eRgina's total is $263,750, an increase of $223,050 over March, 1919. For the most part, however, the Western cities are feeling the pinch of the market for materials and are curtailing construction accordingly. The result is apparent in the returns.

SEND PAINT ORDERS BY AEROPLANE

An innovation as far as the paint trade is concerned was established by a large U.S. paint and varnish company which recently made a shipment of paint from its factory to a branch office by air. The airplane was painted with the company's product and bore the name of the paint on each fusilage.

The shipment contained about 200 pounds of paint. As a special advertising feature of the trip $500 worth of credit checks, entitling the holder to $1 worth of paints were dropped from the plane as it passed over cities.

Pleads For Better Co-operation in East

National Development Possible Only by Co-operation

MONTREAL.— M. A. Brown, mayor of Medicine Hat, Alta., made an interesting address before the Canadian Manufacturers' Association at a luncheon held in Montreal this week. Mr. Brown contended that it was only through co-operation of business men in all parts of Canada that the national development of Canada's resources could become united. This was particularly the case as between the East and the West.

Mayor Brown is taking an interest in matters of this kind and he is at present the president of the Alberta Industrial Development Association. This is a non-political association and its function is that of co-operatng with the Government of various Western provinces regarding the natural resources of the country.

"One of the greatest problems Canada has is your East and West problem," said Mr. Brown. "Failing the national development of our resources by the united efforts of the West and East it will become a real menace to our national developments."

Gathering Was Representative

Many local manufacturers and business men were present at the luncheon at which the above address was given and other interesting addresses were delivered by a number of men accompanying a delegation which came from the Western Provinces. Among these were Brig.-General H. J. McDonald, Col. W. J. Sadler, and others.

Among the important things pointed out by members of the delegation was the advantage of more frequent conferences between Eastern and Western interests. As a result of these addresses local business men have already agreed to give the Association above mentioned and the Industrial Congress, which is to be held in the West this year, their undivided and cordial support.

For More Effective Retail Advertising

Important Recommendations by Better Business Bureaus of the Associated Advertising Clubs of the World, to Encourage Cleaner and More Effective Advertising

The decidedly constructive character of the work of the Better Business Bureaus (local vigilance committees) of the Associated Advertising Clubs of the World is strikingly illustrated by some recommendations to advertisers issued by the Better Business Commission of Cleveland, which is affiliated with the Associated Advertising Clubs.

This matter has been prepared out of the experience of the best stores in that city, it is announced, and on the title page is the following: "Recommendations offered as a guide to advertisers to assist them in avoiding advertising statements and practices that have a tendency to reduce consumers' confidence in all advertising."

The text of the "recommendations" is as follows:

1. It is recommended that care be taken to substantiate definitely any fact or assertion made in an advertisement prior to the time the advertisement comes before the public.

Unintentional misrepresentations cause just as much criticism as intentional ones and the reader does not stop to consider that it may have been unintentional, the result being that the advertiser is criticized to an unjust extent and ensuing advertisements do not inspire the confidence they might deserve.

The wrong impression can be derived from an advertisement in which there is statement of one fact which is not well grounded.

2. It is recommended that the use of superlative statements be refrained from unless the advertiser can, and will, submit proof of such statements to the Better Business Commission if requested.

The force of superlatives in advertising has been considerably weakened through misuse. The public has a right to take superlative statements literally. The advertiser has a right to expect them to be taken literally when he has proof to substantiate them.

The repeated use of superlative statements which can not be substantiated, whether made by the same or different advertisers, destroys the confidence of the public in superlative statements which may be 100% truthful.

3. It is recommended that where comparative prices are being quoted, values be based on the average quotations for the same class of merchandise in other stores in the city.

The public determines value in this way and a statement of value means to the reader the average value as found in other stores.

4. It is recommended where comparative prices are being quoted that a definite distinction be made between "early season" values and "current" values based on the average quotation for the same class of merchandise in other stores in the city.

The wrong impression is created in the mind of the public when former or "early season" values are referred to and the reader interprets the statement to mean "current" values.

5. It is recommended where comparative prices are being quoted that when merchandise of different values has been grouped for sale at one price, the advertisement state the minimum value in the group as well as the maximum value.

The reader generally gets the wrong impression of the entire lot of merchandise when the highest values in the group are quoted and the advertisement does not state the lowest values. Where the lowest as well as the highest values are quoted the reader gets a better impression of the group and will not be subject to disappointment.

Greater confidence in the advertiser is inspired when the complete price range is clearly stated.

6. It is recommended where comparative prices are being quoted and merchandise of different values has been grouped together for sale at one price that each article bear a ticket indicating to which of the advertised values that article belongs.

The public should have no difficulty in ascertaining which articles of merchandise are of the various values stated in the advertisement.

7. It is recommended that extreme care be taken in advertising to avoid making statements which might be misconstrued.

Statements which can be misconstrued cause criticism of the advertiser to an extent which may be unjust.

Equivocal statements destroy confidence and invite suspicion.

8. It is recommended that when merchandise is being advertised which is soiled, of second quality, or for any reason whatever not perfect in every respect from the standpoint of the manufacturer, the advertisement state clearly and explicitly the facts as they are.

Unless such facts are clearly stated customers are disappointed when they come to the store in response to the advertisement, and confidence in advertising is lessened.

Not to state such facts clearly is judged by the Federal Trade Commission to be a violation of Special Provisions to Regulate Interstate Commerce.

9. It is recommended that when merchandise is being advertised which is an imitation of merchandise of higher quality or value, great care be taken that the advertisement does not convey the impression that the merchandise is the genuine quality.

There is danger of misrepresentation to the extent of fraud.

Even if from the sale price quoted it is obvious that the merchandise is not genuine, or even if the advertiser is under the impression that the public is informed generally that such merchandise is imitation, greater confidence is inspired in the advertising if care is taken to point out the facts clearly.

Auto-Accessories

It has always been our policy to keep a full line of only the highest brands in hardware—to give honest advice and service—and to maintain fair prices.

We handle a selected line of auto-accessories on the same principle—and we maintain the same completeness from repairs to lubricants.

We recommend Imperial Polarine for your motor cars lubrication and sell by the Imperial Polarine Chart of Recommendations which shows the grade recommended for each car. Call and see us

[DEALER'S NAME AND ADDRESS HERE]

IMPERIAL Polarine

T-1613

2 columns x 6½ inches.

General appeal to sell accessories and oil.

IMPERIAL Polarine

Careful Inspection Correct Lubrication

TWO things are essential to the efficient operation and long life of your car.

One is periodical inspection, the other is correct lubrication.

We are specialists in both. We know the mechanism of a car thoroughly. We can detect every flaw in the operation of your motor. We have saved hundreds of dollars for motorists. We can save you costly repairs—our service charges are reasonable.

For correct lubrication we have three grades of Imperial Polarine. There's a special grade for your car. Let us drain your crank-case and fill it up with the correct grade of Imperial Polarine.

We sell Imperial Premier Gasoline—the gasoline which gives "more miles per gallon." If you use these two Imperial products exclusively you'll get the utmost service from your car. Drop in and see us.

[DEALER'S NAME AND ADDRESS HERE]

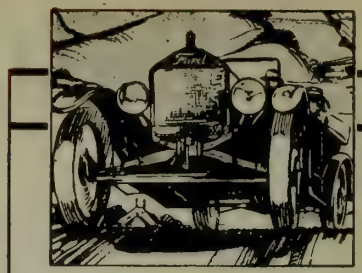
T-1614

2 columns x 5¼ inches.

General appeal to interest motorists in correct lubrication.

IMPERIAL Royalite COAL OIL

Cut No. 43



We Specialize in Fords

We keep Fords on the road—and running right. No defect in your motor can escape our notice. If you have engine trouble, come to us. It may be carbon or it may be the carbureter. Then, too, we often find Ford engine trouble is caused by incorrect lubrication

We sell Imperial Polarine—the correct lubricant for Fords. We carry a complete stock and all sizes. Let us fix you up—our prices are fair.

We sell Imperial Premier Gasoline—"Gives more miles per gallon."

IMPERIAL Polarine

[DEALER'S NAME AND ADDRESS HERE]

T-1616

2 columns x 6¼ inches.

Special appeal to Ford owners.

Hardwa

PROMPT ... to every ... courtesy at ... ability to serv... in every line ... has built up ... service.

For lubricat... a full line of I... For motor car... Polarine by th... Chart of Reco...

[DEALER'S NAM...

T-

2 columns

General

Advertisements to Ac

All dealers who sell I... use these advertiseme...

Tractor Efficiency

To keep your tractor on the job all day and every day constant attention must be given to the details of its mechanism and operation.

We make all necessary adjustments to insure maximum service from tractors. Fitting of new parts or making repairs are promptly attended to and our charges are reasonable.

We are also tractor lubrication experts. We base our advice on the Imperial Chart of Recommendations. We have the correct grade of Imperial Lubricants for every make of tractor

Correct lubrication is vital to economical and continued operation of your tractor—long life and low operating costs are only possible when a first quality lubricating oil such as is recommended by the Imperial Chart of Recommendations is used.

DEALER'S NAME AND ADDRESS HERE

IMPERIAL Polarine

T-1621

2 columns x 8¼ inches.

Special appeal to tractor owners.

Cut No. 37

A Stitch in Time

SOMETHING wrong with your Ford? Better let us look it over. We know Fords from crank to differential. Little defects may escape your notice but not ours. Save yourself trouble. We'll save you money. We make repairs and supply spare parts, tires, Imperial Premier Gasoline and the correct grade of Imperial Polarine for Ford lubrication. Try us.

[DEALER'S NAME AND ADDRESS HERE]

IMPERIAL Polarine

T-1611

6 inches x 1 column.

Special appeal to Ford owners.

WE HAVE prepared for your use, several advertisements in plate form, to help you develop your lubricating oil business.

These advertisements are designed to advertise *your* store, *your* goods and *your* service equally as much as Imperial Polarine. They are shown on these pages one-half their actual size. When you use these advertisements you associate your firm with the country-wide Imperial Polarine advertising campaign which never stops — you add Imperial Polarine reputation to your reputation and make all Imperial Polarine advertising work for you.

More than 62% of the motorists of Canada use Imperial Polarine *exclusively*. These motorists, as well as the large number who are turning to Imperial Polarine every day, will recognize your firm as *their* lubricating headquarters for your territory, if you use these advertisements.

The advertising will help you increase your volume, increase your margin of profit and increase your profits — will bring new customers for other items of stock as well as Imperial Polarine into your store. *Use them!*

HA... W...

Y... stoc... want ... it—and... of get... price.

We ... stock ... ceasing... instan... line of ... cants ... Polarine ... Chart ... tions ... correct ... Polarine ... of mot...

Let ... chart ...

[DEA...

T...

6 inches

Gener...

Power Heat

IMPERIAL

BRANCHES

Get a Season's Supply

IT'S a real economy to buy a 12½ gallon steel keg of Imperial Polarine

You get a season's supply at a substantial saving in cost per gallon.

The keg is easy to handle—keeps the oil clean—occupies little room in the garage and is practically indestructible.

It is fitted with a reversible plug, faucet, prevents waste.

Our Imperial Chart of Recommendations specifies the correct grade of Imperial Polarine for your car

DEALER'S NAME AND ADDRESS HERE

T-1618

2 columns x 6 inches.
General advertisement, featuring 12½-gallon steel drums.

Protect Your Tractor

WHEN in operation your tractor is subjected to enormous strains. Bearings, though under a great pressure, must remain cool.

Correct lubrication is vital. Without it the bearings may burn and the pistons score

Breakdowns mean delay and money lost. Let us look over your machine before you have any tractor trouble and make any necessary adjustments or repairs. We can supply the correct grade of Imperial Tractor Lubricants—the grade which will give you greatest lubrication service and save many breakdowns. We sell by the Imperial Chart of Recommendations.

We recommend Imperial Royalite Coal Oil for tractors burning coal oil—it is clean, free running and always uniform.

[DEALER'S NAME AND ADDRESS HERE]

T-1622

2 columns x 5 inches.
Special appeal to tractor owners.

Take Care of Your Car

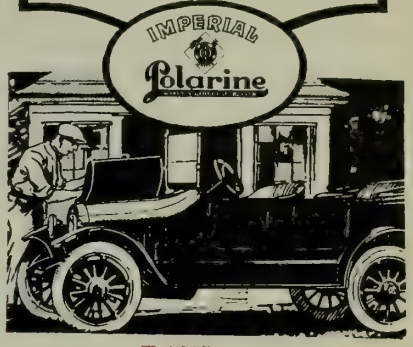
The pleasure you get from your car, your pride of ownership, your upkeep costs—all depend on how you take care of your car.

Taking care of your car is largely a matter of using the correct lubricating oil From our stock of Imperial Polarine we can give you both cylinder and transmission oils specially suited to your car.

We display the Imperial Polarine Chart of Recommendations which shows the grade recommended for automobile and truck.

Let us drain your crank-case and fill up with the correct grade of Imperial Polarine.

[DEALER'S NAME AND ADDRESS HERE]



T-1615

2 columns x 7 inches.
General appeal to encourage use of more and better oil.

ertise Your Business

erial Polarine should
s in local newspapers.

IMPERIAL Premier GASOLINE
MORE MILES PER GALLON
Cut No. 42

IMPERIAL Polarine
MAKES A GOOD CAR BETTER
Cut No. 41

IT WILL be worth your while to read the text matter of every advertisement shown on these pages. Under each advertisement, the character, size and number is shown *in red*.

If you wish to advertise your lubricating oil business in general, Nos. T1613, T-1615, T-1619, T-1620, T-1616, T-1612 and T-1618 would be very effective copy to use. If you cater specially to Ford owners, Nos. T-1616 and T-1611 should prove very successful. If you are in a rural district where tractors are in use, Nos. T-1621 and T-1622 are specially suitable. They offer real lubricating information to tractor owners.

When you order a car load of Imperial Polarine, No. T-1617 should be used at least two or three times. The trade-mark and barrel cuts prove effective on stationery, larger advertisements, price-lists and billheads.

We will gladly send these advertisements, free of charge, to any dealer *who will use them. Order by number* through the Imperial Salesman who calls on you, or direct to the General Sales Department, Imperial Oil Building, Toronto, Ont.

IMPERIAL Polarine

Motor Car Service

IF it's a spark plug—tube—oil—repairs of any kind—or if it's a new car, come to us

We are equipped to supply all your needs at fair prices.

One of the most important factors in the efficient operation of your car is correct lubrication.

We have the three grades of Imperial Polarine, and the Imperial Chart of Recommendations which specifies the correct grade for every make of car. Let us show you the chart and explain the importance of getting the right grade of Imperial Polarine every time.

[DEALER'S NAME AND ADDRESS HERE]

T-1619

6 inches x 1 column
General appeal to sell accessories and lubricating oil.

CARLOAD
Just Arrived

SO heavy has been the demand for Imperial Polarine that we have purchased a solid carload

We can now supply you with any grade in any size you want; barrels, half-barrels, 12½ gallon steel kegs, 4 gallon or gallon sealed cans

And we sell by the Imperial Chart of Recommendations which specifies the correct grade of Imperial Polarine for your car.

You save time and money by buying in large quantities and assure yourself of the correct lubricant all the time Let us deliver a half-barrel or barrel to your garage.

IMPERIAL Polarine

[DEALER'S NAME AND ADDRESS HERE]

T-1617

2 columns x 8½ inches
Special advertisement to sell big orders.

IL LIMITED
ALL CITIES
Light Lubrication

EDITORIAL COMMENT

FARMER GOVERNMENT ENFORCES ANTI-GLARE HEADLIGHT LAW

CREDIT is due the new Farmer Government in Ontario for their quick and definite action in enforcing such a drastic measure as the Anti-Glare Headlight Law, regulating the use of lenses and other devices for eliminating the dangerous glare of headlights on motor vehicles within the province. The old Government passed a similar law some years ago, but failed to enforce it. It is alleged that the reason for its non-enforcement was the fear of losing votes in the rural municipalities. If this was the case it is indeed significant that a Government largely representative of the farm and rural districts put the law into effect as its first piece of motor vehicle legislation.

The Ontario Motor League and other organizations have been working vigorously for the enforcement of this regulation, as it was felt to be in the best interests of motorists on the roads of Ontario. Certificates will be issued by the Minister of Public Works and Highways as to the status of the various devices being marketed through the trade.

PREPAY FREIGHT IN U. S. CURRENCY

RAILWAY officials of the United States have intimated that they intend to proceed with regulations which provide that after May 1 all freight shipments to points in Canada must be prepaid at the point of shipment, right through to the point of destination in Canada, in United States currency, irrespective of the mileage on United States lines or the mileage on Canadian lines.

Emphasizing the point notice has been given by one United States railway that they would not only demand this prepayment, but would refuse any transhipment to Canadian points at the border. Thus Canadian importers will not be enabled to secure merchandise by prepaying their goods for the United States haul in United States currency and then pay the haul in Canada in Canadian currency.

At time of writing Canadian currency is worth 88 to 88½ cents on the dollar in New York funds. It is therefore evident that the impost on Canadian importers is likely to be heavy.

IRON AND STEEL INDUSTRY PLANNED FOR BRITISH COLUMBIA

A GOVERNMENT iron and steel industry is being planned for British Columbia by the Department of Mines. The province is said to have magnetite and hematite ore in large quantities, also plenty of coal and water-power. Hon. Mr. Sloan recently made the following statement in addressing the Legislature of British Columbia:

> "Members of the House may be interested to know that the Government has taken a direct hand in assisting in experiments with our magnetite ores, and that much of the time of William M. Brewer, one of the district mining engineers, is being devoted to the supervision of this working, and the obtaining of further information regarding the extent and character of the iron ore deposits of British Columbia. In this connection it is interesting to note that there is now an application before the Department from Mr. Agnew, of Los Angeles, who has a furnace designed along the lines of that recommended by Dr. Alfred Stansfield, with whose report on the feasibility of the electro-thermic treatment of the magnetite iron ores of British Columbia the members are familiar. By his process the ore is reduced to the metallic in an outside or fuel-fired furnace and afterward precipitated in the electric furnace."

Magnetite ore of British Columbia, tested in blast furnaces, is said to have assayed 52½ per cent. The establishment of a steel industry in British Columbia will undoubtedly do much to encourage manufacturing on a large scale, and that is the end much desired by the Pacific coast province.

At the present time legislation is in effect in British Columbia providing for a bonus of $3 per ton from local ore and $1.50 a ton from imported ore. This legislation is effective until 1925.

WHAT HAS THE FEDERAL BUDGET IN STORE?

THERE is much apprehension among those engaged in all branches of the trade as to what the Federal budget has in store. Manufacturers, wholesalers and retailers are very much incensed over the continued delay in presenting the budget statement in the House of Commons owing to the fact that while they are kept in the dark as to what the Government has in mind they are unable to proceed with their business plans. It is felt that it would have been much more in the business interests of the country to have speeded up the presentation of the statement in order that the trade could provide early for their responsibilities and get down to business with a good start. The session of the Federal Government has been dragging along and the budget left to the last minute. It is expected to be brought down during the week of May 2, according to latest reports.

The trade has even more than usual interest in the budget this year on account of the indefiniteness which has surrounded the proposals in mind for raising increased revenue over last year. The Minister of Finance admittedly has a difficult situation to face, as ordinary expenditures for the coming fiscal year are estimated at $440,000,000, which with other expenditures, brings the total to $540,000,000. When compared to the figure of $380,000,000 as the total amount of revenue collected last year, it is evident that a deficit of $160,000,000 will be faced unless more sources of revenue are found or higher taxation imposed.

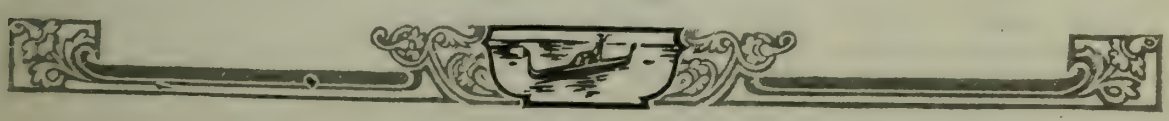
To raise the additional revenue suggestions have been made for a tax on turnover, an excise tax or a modification of the present business profits tax to render it more productive. The feeling of the trade is that the obligations of the country must be met and that payment should be expedited. Everyone is therefore in an expectant mood as to what the Government has found it necessary to do to raise the revenue.

INCREASE IN BUILDING REFLECTS CONFIDENCE

MANY predictions were made from time to time during the slump in building operations as to what change was likely to take place in the near future. Despite continued high costs, it is shown by statistics that building construction during 1920 promises to be substantially greater in volume than during last year. This applies to practically all parts of Canada. February figures of permits issued in fifty-four Canadian cities for 1920 show an increase of 124.32 per cent. over the record for that month last year. Figures from each of the larger centres in Canada indicate that this percentage of increase is being made in each community. The condition is therefore a healthy one and reflects confidence in business conditions for some time ahead. Actual figures from the various parts of Canada are reproduced elsewhere in this issue.

WINDOW DISPLAYS STEADY WORKERS

TO thousands of people, especially those who have to do the buying, the windows of a store are like the index of a book, they tell what is within. If the windows are always neatly dressed and care is taken to show seasonable goods and stock that is well cared for and in good condition, the impression created for the store is a favorable one. The prospective buyer is reasonably justified in deciding that a "live" window display indicates a "live" store and one where he may expect good service and good goods. No store could have a better advertisement. Thousands of people before deciding just what they want to buy and where they want to buy it "look in the windows." Especially is this the case with that large buying class who do not have time to do their shopping by daylight but see the windows only at night. A well-dressed window works every minute, twenty-four hours a day and as many days as it stays in. Good window displays are essential the year round, but with the exception of Christmas season there is probably no period in the year when windows are watched more closely than in the next six weeks. Scores of fall fairs will be held in that period and thousands and thousands of farmers, all prospective buyers of the very best class, will be looking in the windows of all merchants. This is especially the case in the larger centres where fairs are held for several days. Dealers have an opportunity that will not come again for a whole year of placing right before the eyes of thousands of prospective buyers, not a picture, but the real goods. It is well to keep in mind that in the window displays of the most progressive merchants, prices of everything shown are invariably given.



EVENTS IN THE TRADE

Business Changes

Cargill, Ont.—M. J. Weber has purchased A. P. Reuber, hardware business here and at Elmwood, Ont. W. C. Reuber is managing the Cargill store. A. P. Reuber is in charge of W. F. Lawrence hardware, Maple Creek, Sask.

Maple Creek, Sask.—W. F. Lawrence, Ltd., have commenced work on their new building, which will bring all departments of the store under one roof, whereas formerly two stores were occupied.

Granton, Ont.—W. W. Baker, hardware, has sold out to Newton Gunning.

Business Notes

Goderich, Ont.—Hardware stores have decided to do business in future on a strictly cash basis, conforming with the plan previously followed by other local trades.

Kingston, Ont.—The City Council will submit a by-law to the electors approving an agreement for the establishment of a cutlery factory in this city.

Montreal, Que. — Northern Electric Company, Ltd., has established a plan for an employees' pension and benefit fund, the whole cost of which will be borne by the company. A committee of the management will administer the fund. Employees who were away on military service are receiving credit for the total period of service as if they had been continually in the employ of the company.

Personals

A. D. Anderson, sales manager of the Leslie Tinware Co., Ltd., Ottawa, Ont., has returned from a successful trip down East and pronounced business very good. He is leaving immediately for Toronto and Western points.

F. A. Leslie, president of the Leslie Tinware Co., Ltd., Ottawa, Ont., is leaving for New York this week. The company are going into the metal toy business very extensively and Mr. Leslie is after the latest in toy making machinery, etc. He also intends visiting a number of the toy factories at the same time.

NEW OFFICE OPENS TO AID SPORTSMEN

Montreal, Que.—In preparation for the fishing season and the influx of tourists, the Provincial Government has opened an office on Notre Dame Street, in which will be housed game wardens and inspectors, who will be available to the inquiring public, grant fishing licenses to outsiders and otherwise look after the fishing season, and tourists generally.

S. C. JOHNSON & SON, LTD. TO LOCATE IN BRANTFORD

Definite announcement has been made that S. C. Johnson & Son, Ltd., of Racine, Wis., will locate a factory in Brantford, Ont. Reference was made in HARDWARE AND METAL in a previous issue, to the probability of Brantford being chosen. The manufacture of automobile products and artistic wood finishes for cars will be carried on.

ACQUIRE CANADIAN PULPWOOD

Ottawa.—A million and a half acres of pulpwood forests in Southern Labrador immediately north of Cape St. Charles, in Newfoundland territory, are being acquired by a United States securities firm to supply the British trade.

DEATH OF E. C. SIMMONS

The death of E. C. Simmons, founder of the Simmons Hardware Company, St. Louis, is announced. Mr. Simmons died at the age of eighty years, having been identified with the hardware trade for sixty-four years.

Incorporations

Beattie, McIntyre, Ltd., has been incorporated with head office in Toronto to manufacture and deal in electrical appliances.

Key-Bolts and Rail-Anchors, Ltd., has been incorporated with head office in Toronto to carry on business as iron and brass founders, manufacurers and dealers in metals.

Auto Indicator Co. of Canada, Ltd., has been incorporated to manufacture and deal in auto indicators and all kinds of auto accessories.

Western News

E. T. Grobb, sales manager of the Dominion Chain Co., Ltd., is making a business trip to the Western coast. Mr. Grobb stopped over at Winnipeg for the week end.

James A. Hossack, sales maanger of the Lufkin Rule Co. of Canada, Ltd., spent the week end in Winnipeg. Mr. Hossack is making a business trip to the Western coast, and stopped over en route.

M. J. Gillard, who has for several years been manager of Campbell & Ferguson's hardware store, Deloraine, Man., has severed his connection with the firm and gone to Winnipeg.

Wakytur Manufacturing Co., Ltd., 185 Pacific Avenue, Winnipeg, Man., are moving from their present location to the McRae Building, corner of King and James Streets, where they will have double the floor space previously occupied.

Marshall-Wells, Ltd. Open in Vancouver

Vancouver, B.C.—Marshall Wells, B.C., Ltd., has been incorporated with a capital of $1,000,000, and in the near future will open a wholesale hardware business in this city. Negotiations for a site are expected to be completed very soon. J. T. Elson, formerly of Aberdeen, Wash., will be the manager of this branch of the Marshall Wells Company. Other branches of the company in Canada are located in Winnipeg and Edmonton.

Mr. Elson states that the reason for opening a branch in Vancouver is to supply the increasing demand for tools and other hardware in British Columbia and to establish an exporting centre for Canadian-manufactured goods for Australia and the Orient.

The company, he said, had largely increased its business in Australia, New Zealand, China and Japan, and the American branches were being taxed to keep up with the demand. Realizing that the demand for British and Canadian tools was always great across the Pacific and that Vancouver was bound to become a large exporting centre, the move had been taken to establish a third Canadian branch here.

Mr. Elson stated that his company had no plans, as yet, to do any manufacturing here, although he realized that raw products were easily accessible. He was confident, however, that this line would be undertaken here some time in the future when business warranted it.

Montreal News

Colonel Robert Starke, of the wholesale hardware firm of Starke-Seybold, Ltd., returned on Wednesday from a business visit to Toronto.

F. W. Smith, manager of the Ontario division Brandram-Henderson, Ltd., Toronto, was a week-end visitor this week to Montreal.

James Davidson, president of The Thos. Davidson Mfg. Co., Ltd., Montreal, returned this week, via Toronto, from a trip to California.

George C. Fletcher, of the purchasing department of the Sherwin-Williams Co. of Canada, Ltd., was this week in New York.

E. W. Scott, representing Wire Goods Co., Worcester, Mass., Cassady-Fairbank Mfg. Co., Chicago, and Andrews Wire and Iron Works, Watford, Ont., was this week in Montreal.

H. C. Hunter, of the wholesale harware firm of Bannatyne and Hunter, Wellington, New Zealand, was this week a visitor to Montreal, where Mr. Hunter bought various lines to be shipped to the Southern Commonwealth.

W. George Helliar, manager of the Maritime division of Brandram-Henderson Ltd., Halifax, and C. G. Fraser, St. John, N.B., manager, attended this week the convention of "Save the Surface" manufacturers and salesmen held in the Windsor Hotel.

Visiting Montreal in the interests of a closer development of the East and the West, Mayor M. A. Brown, of Medicine Hat; A. E. McKenzie, of the Brandon Board of Trade; Brigadier-General H. F. McDonald, general manager Alberta Industrial Development Association; Major F. J. James, president Regina Board of Trade, and Lieut.-Col. J. Y. Reid, Winnipeg Board of Trade, were guests at a luncheon in the Metropolis this week, given by members of the Canadian Manufacturers' Association.

PURCHASING AGENTS CHOOSE OFFICERS

The annual meeting and dinner of the Purchasing Agents' Association of Montreal and District was held last week. At that time, among other matters, officers for the year were nominated, and the election resulted in the following choice: President, E. G. Donegani, Simmons, Ltd.; vice-president, T. P. Webster, Dominion Textile Co., Ltd.; secretary, Thompson Robertson, Thos. Robertson Co., Ltd.; treasurer, S. E. Webster, Dominion Textile Co., Ltd.; and the following as executive committee: L. C. Haskell, Southern Canada Power Co, Ltd.; C. G. Jones, United Shoe Machinery Co. of Canada, Ltd.; M. A. Hoey, Canada Cement Co., Ltd.

CUTLERY AND HARDWARE EXPORTS ON THE INCREASE

The total value of Canadian exports of cutlery and hardware for ten months ending with January, 1920, was $5,974,220, as compared with $5,387,075 for the same period 1919, and $866,244 in 1918. For the month of January total exports of these lines were valued at $736,411 as compared with $620,942 for the same month in 1919.

CRANE COMPANY IS EXPANDING

Crane Limited are extending their operations throughout Canada with the erection of several warehouses and the establishment of branches at various points. HARDWARE AND METAL is informed that among the important developments which are about to be carried out are the erection at Calgary and Halifax of warehouses and the establishing of branches at Regina and Ottawa. The new buildings will ge of mill construction and with warehouse established at these various points it will give Crane Limited a chain of branch warehouses from coast to coast. A sales office is being opened at Quebec.

EARN $150 A WEEK AND WANT MORE

London, England.—Tinplate steel workers, who are already earning as high as $150 a week, have presented new wage increase demands. One wage increase has been granted this year.

MONTREAL PLANS A CLEAN-UP WEEK

Through the Health Department of the City of Montreal some 50,000 copies of a circular have been printed for public contribution, calling the attention of householders and others to the importance of the annual spring clean-up of their premises.

With this important matter brought so clearly before the average householder, hardware dealers will undoubtedly take advantage of the opportunity to publish broadcast the fact that paint and varnishes, wall finishes and other specialties sold by them are to be had on application. To this end the time is opportune and will, without question, be improved through, windaw display and timely advertising. It is one of those times when the hardware dealer can cash in, in selling such products as must be used by the householder at this season of the year. With publicity given to the use of paint, varnishes, and specialties by Save the Surface Campaign, all this can be linked to the retail store effectively. It would seem that that dealer who is alive to his opportunity will be able to cash in well on this proposition.

Catalogues and Booklets

E. EDELMANN & CO.

E. Edelmann & Co., Chicago, have recently issued the fifth catalogue of automobile accessories. Fifty pages of illustrations, descriptive data and prices comprise the booklet, and each line manufactured by the company is listed. A special feature is the reproduction on the first four pages of views of different departments of the Edelmann plant. The first page shows an exterior view of the factory and main office. Other views are of the offices, assembly room, machine shop, shipping and screw machine departments. An index to the contents completes the catalogue.

STANLEY WORKS

The Stanley Works, New Britain, Conn., have issued a very interesting new catalogue containing twenty-four pages and showing a line of special hardware for garage building. The catalogue covers such lines as garage door holders, numerous styles and kinds of hinges, cremone bolts, casement bolts, chain and foot bolts, door latches, and pulls of various kinds, hasps and staples, etc., and is very well illustrated. The catalogue also contains some very good suggestions for the proper combination of hardware for the different openings and shows a number of the different kinds and styles of garages. Any reader of HARDWARE AND METAL that is interested may have a copy from the above-named firm.

A most complete and attractively-arranged catalogue of automobile accessories for 1920 trade has been recently issued by Starke-Seybold Ltd., 14 St. Peter Street, Montreal. Care has been exercised in illustrating and reproducing descriptive matter, prices, etc., so as to minimize errors in filling mail orders. Articles of accessories and garage equipment are treated very fully and the illustrations being printed on heavy coated paper bring out every detail. A three-page index in alphabetical order at the end of the catalogue gives a complete guide to the contents.

Beatty Bros., Ltd., Fergus, Ont., have issued a new barn book dealing with the subject of planning, designing and equipping barns and other farm buildings. The barn book contains much information along these lines and is well illustrated. It is bound in such a way as to make it a permanent work of reference and is very clearly indexed to facilitate use. The book is sent free of charge to any farmer contemplating new farm buildings or remodelling present buildings. The barn plan service of the company is outlined in a section from page 63 to page 80. The information in this section is of interest to farmers in every district throughout the Spring, Summer and Fall seasons.

To be No Deluge of Cheap German Goods on Canadian Market

German Iron and Steel Industry Threatened With Extinction—Germany No Longer a Force in International Commerce

"Germany's iron and steel industry is threatened with temporary extinction," according to a special dispatch from Berlin to The Iron Trade Review. "The recent tremendous political upheavals in Germany, with bolshevism for the moment rampant in Westphalia, Germany's Pittsburgh district, can have no good results, but they may serve at least to paint in clear outlines an important fact which has been known to close students of European industrial affairs for a year but which the average business man in Canada or the United States does not seem to have grasped—namely, that central Europe, including the once mighty Prussian empire, is a spent force in international commerce. As an iron and steel producer, in the international sense, Germany no longer counts.

"Those who have looked for a deluge of cheap German goods in American and British markets may safely lay aside their fears.

"The airtight blockade of the British navy during the war inflicted incalculable damage in the industrial sphere and forced the country to exhaust its supplies of finished and raw materials; the existing economic blockade resulting from the virtual extinction of the purchasing power of the mark is almost equally disastrous. Except vitally necessary food, much of which is sent by relief organizations, very few imports are coming into the country. The trade of the great port of Hamburg has dwindled to a tenth of its pre-war volume.

"German iron and steel production has been reduced to less than a third of its pre-war output. Pig iron production has diminished more or less steadily during the past seven years from 19,300,000 metric tons in 1913 to 6,290,000 metric tons in 1919. The output of steel

ingots likewise fell from 18,940,000 tons in 1913 to 7,770,000 tons in the year recently closed. Dutch shipbuilders at Rotterdam are obliged to import American plates at high prices despite the fact that the centre of the once great German iron and steel industry is only 120 miles away, with a water haul down the Rhine thrown in. As a result of the war, Germany has been reduced from second to third place among the iron producing nations of the world, being supplanted in second position by Great Britain, the United States being first."

INQUIRY DEPARTMENT

Paints, brushes, earthenware, etc.—An Amsterdam company are buyers of dry paints (earthpaint, chemical paint, zinc white), paint brushes, paint mills, enamelled kitchen utensils, galvanized pails, window glass, plate glass, glass ware, earthenware and porcelain.

Tin bars. — Greek manufacturer inquires for first quality tin bars, and prices of same.

Lawn mowers.—A Yorkshire firm wish to hear from Canadian manufacturers of lawn mowers who can fill orders.

Electrical accessories.—An Edinburgh firm ask to be placed in touch with exporters of the above.

687. Dry Carbonate White Lead.—A Glasgow firm ask to be placed in touch with exporters of the above.

689. Formaldehyde.—An Edinburgh firm ask to be placed in touch with exporters of the above.

692. Asbestos Waste Fibre.—A Glasgow firm ask to be placed in touch with exporters of the above.

694. Painters' Brushes.—An Edinburgh firm are open to buy the above as soon as exchange conditions permit.

695. Lubricating Oils.—An Edinburgh firm are open to buy the above as soon as exchange conditions permit.

706. Emery Cloth and Paper.—A Bolton firm, who state they have large connection among consumers of the above, ask to be placed in touch with exporters. for business on a buying or agency basis.

709. Enamelware.—A Liverpool firm of West African merchants wish to purchase cheap grades of the above from Canadian exporters for direct export to West Africa.

710. Galvanized Corrugated Sheets.—A Liverpool firm of West African merchants wish to purchase the above from Canada, for direct export to West Africa.

711. Asbestos Roofing and Building Material.—A Liverpool firm of West African merchants wish to purchase the above from Canada for direct export to West Africa.

712. Iron Bars.—A Liverpool firm of West African merchants wish to purchase the above from Canada, for direct export to West Africa.

713. Wire Nails.—A Liverpool firm of West African merchants wish to purchase the above from Canada, for direct export to West Africa.

714. Locks, Hinges, Furniture Fittings, Etc.—A Liverpool firm of West African merchants wish to purchase the above from Canada for direct export to West Africa.

718. Shovels and Tools for Use in Tin Mines.—A Liverpool firm of West African merchants wish to purchase the above from Canada for direct export to West Africa.

721. Galvanized Buckets.—A Liverpool firm of West African merchants wish to purchase the above from Canadian exporters for direct export to West Africa.

722. Galvanized Wire Fencing.—A Liverpool firm of West African merchants wish to purchase the above from Canadian exporters for direct export to West Africa.

726. Miscellaneous Manufactures. — Established Japanese firm seek immediate Canadian purchases of automobile accessories, tires, car varnishes, etc.

860. Pipes, boilers and Radiators.—A firm in Tientsin, China, dealing in engineer's supplies would like to get in touch with Canadian firms producing galvanized and black iron pipes, and boilers and radiators for heating installations.

861. Hand tools.—A large importing firm of hardware are anxious to buy Canadian hand tools. Catalogues and prices required. References.

862. **Iron and steel merchant bars, flat, round and half-round.**—A Buenos Aires firm of manufacturers' representatives with an established clientele are desirous of handling these articles on a commission basis.

863. **Angle iron, all dimensions L-U-T-4.**—A Buenos Aires firm of manufacturers' representatives with an established clientele are desirous of handling these articles on a commission basis.

864. **Sheet iron, all gauges.**—A Buenos Aires firm manufacturers' representative with an established clientele are desirous of handling these articles on a commission basis.

865. **Galvanized mild and crucible steel wire, all gauges.**—A Buenos Aires firm of manufacturers' representatives with an established clientele are desirous of handling these articles on a commission basis.

866. **Black wire for tying purposes, all gauges.**—A Buenos Aires firm of manufacturers' representatives with an established clientele are desirous of handling these articles on a commission basis.

867. **Special wires for making rivets and nails, all gauges.**—A Buenos Aires firm of manufacturers' representatives with an established clientele are desirous of handling these articles on a commission basis.

Saskatchewan R.M.A. Will Convene in Sectional Meetings

Plans for Annual Convention on June 8, 9 and 10 Are Now Complete—Former Procedure of General Discussions Will Not be Followed

SASKATOON, Sask. (Special).—The Executive of the Saskatchewan branch of the Retail Merchants' Association have now completed their arrangements for the Annual General Convention, which is to be held in the First Baptist Church, Moose Jaw, Sask., on Tuesday, Wednesday and Thursday, June 8th, 9th and 10th.

Ths convention, especially in view of the many important events that have taken place during the past year, having an important bearing upon retail merchandising, promises to be one of the most interesting conventions that has yet been held.

The convention will open at 9 o'clock on the morning of June 8th, with the registration of delegates and the distribution of badges. At 10 o'clock addresses of welcome will, it is anticipated, be given by the Mayor of Moose Jaw and the president of the Board of Trade and other public officials, followed by the president's address and the treasurer's and secretary's report.

Change From Former Years

This year will see a distinct change and a new departure in connection with the programme of the convention as compared with previous conventions in connection with the arrangements. Previous conventions have been taken up entirely by general discussions at which the whole of the merchants were present.

This year it was considered that much time would be saved on the part of the delegates if sectional meetings were held, dealing with each particular branch of the retail trade, and with this idea in mind, the first afternoon of the convention and the morning of the second day will be take up with sectional meetings of implement men, grocers, boot and shoe dealers, druggists, jewellers, automobile dealers, clothiers, music dealers, hardware, furniture, etc., each section of which will deal with matters of the most importance to their particular section.

At the meeting of the implement men, on the afternoon of June 8th, it is expected that H. Davidson Pickett of Moose Jaw, barrister, will explain various measures of legislation having direct bearing upon the retail implement trade. On the same afternoon a general meeting of grocers and wholesalers will take place at which an official connected with the Board of Agriculture will discuss the recently enacted Egg Law and explain his position as affecting the retail grocers.

In the evening of the same day, a general meeting will be held, when it is expected that Dr. J. G. Robertson of the Department of Trade and Commerce, Ottawa, an authority on business conditions and the markets of the world, will give an address.

Another interesting feature is also being introduced to the convention of this year in the way of moving pictures, and it is possible that at the meeting of the first day, the McClary Manufacturing Company will show their moving pictures, illustrating the manufacture of enamelware, tinware, galvanized-ware and most of the sheet metal lines sold by the average hardware store.

On the afternoon of the second day, the annual meeting of the Retail Merchants' Mutual Fire Insurance Company will be held, and W. P. Ball of Assiniboia, will give the report of the Annual Dominion Convention at Ottawa, followed by resolutions and the election of officers for the ensuing year.

Retailer From Dakota to Speak

In the evening of June 9th, another general meeting will be held, and it is anticipated that an address will be given by Fred P. Mann, the president of the North Dakota Retail Merchants' Association of Devils Lake, N. D. Mr. Mann is a successful merchant on the other side of the line and is known throughout the States as an excellent speaker upon any matters affecting retail merchandising and his address will undoubtedly be of great benefit and service to the delegates attending the convention.

The morning of the third day will again take the form of the general convention, when resolutions from various branches of the association and important matters respecting the interests of retail merchants will be brought forward, and it is anticipated that T. B. Patton, Income Tax Inspector of Regina will give an address on the making out of income tax returns, and other phases of this important question to retail merchants.

A Banquet Too

In the afternoon J. A. Banfield, president of the Retail Merchants' Association, (Dominion Board), who is always a welcome visitor to these conventions, will give an address which undoubtedly wil be full of interest, especially in view of the events that have taken place during the past year, and the discussions that have arisen in connection with the orders of the Board of Commerce affecting the retail trade. The election of officers will subsequently take place and it is announced that in the evening, the delegates of the convention will be given a banquet by the merchants of Moose Jaw, who may be relied upon to make this social side of the convention a great success.

The members of the Association throughout Saskatchewan are urged to set aside these dates in order that they may be able to attend this convention, and, by their presence and every possible means, make it one of the greatest and most successful conventions that has yet been held for them.

—Orr in the Chicago *Tribune*

THE REASON HE'S SO HARD TO CAPTURE.

THE CLERKS DEPARTMENT

The "Art of Listening"

It is Wisdom to Keep One's Own Counsel and Weigh Well the Expressions We Voice—Few Employees Dismissed for Quietness

THE importance of practising the art of listening is emphasized in an interesting article by the editor, appearing in "Forbes Magazine." It points out the wisdom of keeping one's own counsel and weighing well the expressions which we voice. The article continues:

"James Stillman, one of the shrewdest bankers America ever produced, anxious to size up a young man whom he had thoughts of selecting as vice-president of his institution, invited him to dinner, and, throughout the entire meal never uttered a word, but left the embarrassed young man to get through the meal as best he could, trying to maintain conversation with the banker's daughter. It was a cruel, gruelling test, but the young man acquitted himself so creditably that he was given the position. That young man was Frank A. Vanderlip.

"I once had a somewhat similar experience. Negotiations had been opened with me which promised to lead to a job carrying better than $10,000 a year in salary. After everything had been tentatively arranged I was asked to step into the supreme chief's office to have a talk with him. Greeting me cordially, he asked: 'What are your ideas about conducting this work?' Then he sat back and left me to talk and talk and talk. Several invitations to have him express his opinions were politely but effectively ignored. He kept absolutely silent for, I imagine, half an hour. When I had finished he simply remarked, 'I think that's all right. Only spend more money and do things on a larger scale.'

"Many of us, unfortunately, haven't learned, as most leaders have learned, the wisdom of the oft-quoted epigram of Epictetus: 'Nature has given to man one tongue, but two ears, that we may hear from others twice as much as we speak.'

"I have frequently found when interviewing men of notable achievement that they persist in doing quite a little bit of interviewing themselves, showing as great readiness to ask questions as to answer them.

"Have you not noticed that among ill-mannered families everyone insists upon talking at once

"In families of better birth and breeding each person is allowed to have his or her say uninterrupted.

"The three principal ways to gather information and imbibe wisdom are: Reading, observation, listening.

"Have you not observed that the person who is a keen reader and observer usually is more willing to listen than to talk.

"Such a person has learned to act on the motto: 'Speech is silver, silence is golden.'

"Theodore Roosevelt assimilated more knowledge of a multitude of subjects than almost any other American—his range of information astounded both his intimates in America and the eminent people he met in Europe. Roosevelt learned so much, not only because he was an extraordinarily rapid and insatiable reader and an accurate observer, but because he possessed in supreme degree the faculty of extracting desired information from everyone he encountered. He was sometimes accused of being an incessant talker, but he knew also how to listen and how to encourage people to give him the best that was in them by intelligently questioning them.

"It has been noted that men who have attained great eminence were veritable interrogation marks when youngsters. They wanted to know the why and the wherefore of everything. They wanted to listen.

"There is a difference between listening and silence. The best listener is not the person who never says a word: there is an art of listening.

"The expert listener guides the talker into the desired paths not only by asking the right questions but by evincing intelligent, sympathetic interest and making appropriate comments.

"It is my experience that very few men who have accomplished big things can talk freely about themselves or their activities. They have to be coaxed, they have to be steered, they have to be stimulated. They must have the right kind of listening.

"Adolph Ochs, publisher of the New York 'Times,' was once approached by an interviewer who wanted Mr. Ochs to give an account of his career. The famous publisher politely but emphatically declined. By and by, however, he discovered that the interviewer was surprisingly familiar with his life's work, and, under the influence of the right kind of listening Mr. Ochs, almost before he realized it, was talking more intimately about himself than he had ever talked before.

"One of my associates, knowing that I was to write this little piece on 'Listening,' promptly sat down and produced the following helpful thoughts:

"The man who listens usually knows how to take orders. He does not jump to conclusions after he catches the first words of his superior, occupying himself with his own thoughts while important instructions pour into one ear and out of the other. He doesn't run off in haste to perform the mission assigned to him only to find that he must return for instructions he did not hear when they were first given.

"The good listener listens with both ears. He makes careful mental notes of instructions so that when he starts out to do a thing he usually goes straight

FEW EMPLOYEES ARE DISMISSED FOR QUIETNESS

One can learn more from listening than from talking.

A great many young men, both well educated and poorly educated, spoil their chances of advancement by being too voluble.

Very few employees are ever dismissed for being too quiet, but how many are dismissed because of their undue weakness for gabbing?

Wise men usually are like sponges: they seek to absorb all they can.

Shallow minds are inclined to let words drip from their tongue like a never-ceasing pitter-patter of rainwater.

All wisdom is a matter of absorption.

Before we can give out, we must take in.

One of the best ways to drink in knowledge is to remain silent, to listen, to extract all the useful knowledge possible from others.

The well-bred person usually is a good listener; the ill-bred person too frequently is a poor listener and a perpetual talker.

"Empty vessels make the most noise," is an adage not barren of truth.

through with the 'Message to Garcia.' The boss doesn't have to give a repeat order.

"When you telephone your voice goes into the transmitter. It's the 'receiver' that you put up to your ear. When you listen you receive, you get something. To listen properly to orders, to instructive conversation, to lectures, to sermons, one must cultivate a receptive frame of mind. There must be something to record the message or it will be of no value to you. Your mind must be more than a receiver. It must be a retainer. Like the phonograph record, it must present a sensitive surface for the retention of impressions.

"In order to listen properly you must hold your tongue in leash. You must talk less. The following old rhyme contains wisdom:

'A wise old owl sat in an oak,
The more he learned the less he spoke,
The less he spoke the more he heard.
Why can't we ape that wise old bird?'

"The growth of the 'American Magazine' from a circulation of less than half a million to a million and a half within a few years has been one of the outstanding achievements in modern publishing. The success of this publication has been chiefly due to one man, its editor, John M. Siddall. He is about the most astute listener ever born. He can wring a fascinatingly interesting story from almost any human being, be he policeman on the beat, the Pullman porter, the keeper of a storage warehouse, a pawnbroker or a celebrity.

"Listening pays. Listening broadens. Listening educates. It is human to prefer a listener to a talker.

"The person who does not want to listen does not appreciate the importance of acquiring knowledge and culture.

"It has been remarked that one of the reasons phonographs and mechanical piano players are so popular is that it is considered all right to keep on talking while they are playing!

"We all try to shun gabbers—maybe because we want to do most of the gabbing ourselves!

"To grow, to advance, to gain friends, learn how to listen. It has been said that even a fool can pass for a wise man if he will but hold his tongue.

"It was Disraeli (who knew how to talk) who once remarked: 'There are some silent people who are more interesting than the best talkers.' He also said: 'Silence is the mother of truth.'

"Carlyle, who wrote more about silence than he practised, nevertheless enunciated a worth-while truth when he said: 'Under all speech that is good for anything there lies a silence that is better. Silence is deep as Eternity; speech is shallow as Time.'

"Silence is essential to contemplation and reflection. And only through contemplation and reflection can we come to know wisdom.

"Even if your ambition be to become a good talker, an important preparation is to be a good listener.

"Salesmanship used to be regarded as the art of talking. The ablest salesmen to-day listen quite as much as they talk.

"You will never make enemies and rarely will make mistakes by listening. You are in danger of making both by careless talking.

"Learn to listen."

Is the Board of Commerce to Disband?

More Support From the Government is Essential to the Well-Being of the Board — Can't Continue With Only Two Commissioners

OTTAWA, April 27.—It is becoming amply apparent that the Board of Commerce cannot struggle along much longer with only two commissioners and without a far more vigorous support by the Government than hitherto has been given. It is believed that W. F. O'Connor's reported intention to resign is due not alone to the opportunities being offered him by the private practice of his profession, but in a feeling that the board's pathway has not been made as smooth as it might have been had it been backed up by other departments. It is common knowledge that the board is dissatisfied with the treatment it has received from the Civil Service Commission, the Commerce Commissioners claiming that the regulations of the Civil Service Commissioners were inapplicable to the needs of the Commerce body, and are hampering to its work.

For some time there was a feeling in Ottawa that the Board of Commerce was getting shaky on its legs and was not long for this world. The reply of Sir George Foster in the House to a direct question, that the Government did not intend to end the board, set those rumors more or less at rest.

Think Position Stronger

The Commerce Commissioners themselves think that their case for existence has been strengthened by the late Supreme Court decision with regard to the board's orders forbidding Price Bros. to export paper until the Montreal papers had received their requirements at a fixed price.

The ruling of the court was that the board had no jurisdiction on this matter, because, in the opinion of the judges, a newspaper was not "a necessary of life."

The Board of Commerce takes this to be a tacit admission of its jurisdiction to regulate the profits made in connection with all "necessaries of life."

Sir George Foster in answer to a question in the House as to whether W. F. O'Connor, K.C., had resigned from the Board of Commerce, replied in the negative.

THE CARORUNDUM COMPANY PLANS NEW EXTENSIONS

The Carborundum Company of Niagara Falls, N.Y., plans to spend approximately a half a million dollars in extending and improving its plant at Niagara Falls and its two furnace plants, one at Niagara Falls, Ont., and the other at Shawinigan Falls, Quebec. The building plan includes a three-storey addition to the paper and cloth plant at Niagara Falls which will provide greater facilities for storing and curing. Another addition, just completed, will extend one of the wheel making and kiln departments. Other big extensions and improvements have been planned and work will be started immediately. These plans call for additions to the crushing departments and other improvements at the furnace plant at Niagara Falls, Ont., and at Shawinigan Falls, Quebec. Besides these building operations the program calls for the extension of at least fourteen different departments at the Niagara Falls, N.Y., plant.

MANUFACTURERS MUST MAKE RETURNS ON THEIR PLANT VALUES

Contending that many manufacturers have, for years, greatly undervalued their various manufacturing plants, Alderman Lamarre of Montreal City Council had made application to the Administrative Commission that a return be cabled regarding the valuation of plants. His intention is that, owing to the increased value of property the various plants should be revalued. This, it is claimed, would give to the city of Montreal some $200,000 additional revenue.

SCALE STAMPING CHARGES MUCH HIGHER

Montreal.—Through a new classification issued by the Department of Weights and Measures at Ottawa, the old rates for stamping scales had been dropped, a new schedule of definite prices is made to apply on various types of scales. Ordinary platform and similar scales are now subject to the following inspection charges: Ten pounds and under, 25 cents; eleven to thirty pounds, 50 cents; thirty-one to two hundred and fifty, 75 cents; 251 to 1,000, $1; 1,001 to 2,000, $1.50; 2,001 to 4,000, $2; 4,001 to 6,000, $2.50; 6,001 to 10,000, $3; 10,001 to 15,000, $3.50; 15,001 to 20,000, $5; 20,001 to 40,000, $6; 40,001 to 60,000, $8; 60,001 to 80,000, $10; 80,001 to $120,000, $12.

For each additional ten tons an added charge of $1 is made. Extra fees for weights are charged to the above prices on equal arm scales.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

AERO CARD

The Aero Manufacturing Co., Ltd., Sherbrooke, Que., are offering the trade their new clothes line cord which have the trade name of Aero Cord.

The manufacturers describe their new cord and also make the following claims:

A solid braided cord or a twisted rope alone will always stretch to a considerable extent, but proper combination of

Clothes Line Cord

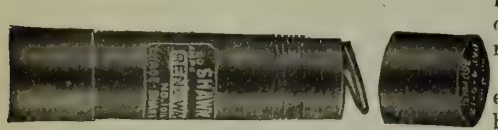
the two reduces this trouble to a minimum.

The construction of the Aero Cord is based on the following principle: The more twist given to a fabric or rope, the greater the strength for a given diameter, but when a tension is exerted on this article the tendency is to unwind and straighten out, the unwinding process is directly proportionate to the degree of tension exerted; this not only weakens the fabric but allows of a considerable degree of stretching.

The Aero Cord is composed of a special twisted fibre cord covered by braiding multiple plies of cotton under high tension, around it, confining it closely, so that it will neither unwind, weaken nor stretch, and in case of water-proofing, is subject to a solution which permanently maintains the fibres of the whole in its original state and strength, eliminating wet or dry rot or stretching and rendering it almost indestructible. The water-proofing solution is neutral and will not spot or discolor fabric when used as a clothes line.

RENEWABLE FUSE

The Northern Electric Co., Ltd., 121 Shearer Street, Montreal, Que., are placing on the market their new fuse,



RENEWABLE FUSE

which goes under the trade name of Shawmut Renewable Fuse, and which they state has been approved at the underwriters' laboratories.

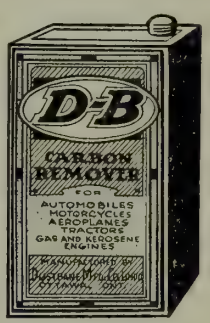
In describing their new fuse the manufacturers make the following claims: In the design of these fuses the number of parts has been reduced to a minimum in order to make the work of refilling as simple as possible. No mechanical or technical experience is necessary, the one tool needed is a screwdriver, and this for the larger sizes only. Particular attention is directed to the construction of the ferrule style of fuses. By a special form of snap washer the fusible element is firmly held at both ends between two flat metal faces, and when the ferrules are screwed on, each assembly is jammed to a positive mechanical contact. This contact, it should be noted, is made between the washer and an inner metal end cap. All threads are metal to metal.

The design of the knife blade type is such that accurate centering and positive end locking are assured. In the design of these fuses care has been taken to provide more than ample strength to withstand the forces released at the instant of blowing.

A NEW CARBON REMOVER

The Dustbane Mfg. Co., Ottawa, is putting on the market a new carbon remover. This, it is claimed, is a scientific compound which works through chemical action, without damaging the metal.

The manufacturer describe D. B. Carbon Remover, as it is called, as follows: It is applied to the cylinder, while



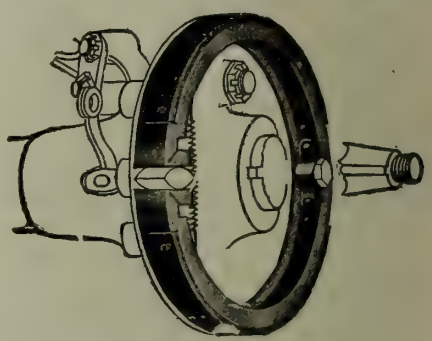
warm, through the spark plug holes. It forms a gas which penetrates the crust of carbon and separates it from the metal.

When the engine is started, the first explosion pulverizes the loosened carbon and drives it out through the exhaust, leaving spark plugs, cylinders, valve seats, etc., perfectly clean. The whole operation requires only half an hour.

They claim that D. B. Carbon Remover will not mingle with oil; that it does not cut compression and that it has been subjected to severe tests before being put on the market.

BRAKE SHOE

The Republic Auto Parts Co., Long Island, N. Y., U.S.A., are offering to the trade their new Bulldog Brand Pressed Steel Brake Shoe for use on Ford cars. They claim that it is a great improvement in brake shoe construction and that owing to its construction, combining strength and durability, it practi-



Pressed Steel Brake Shoe

cally eliminates any disadvantages those made with the cast iron process may have.

The manufacturers make the following claims: That these brake shoes will not break, slip or warp, and lining can be replaced in few minutes when worn. Will last 10,000 to 25,000 miles on the original set of lining. Fits all Fords (1909 to 1920). Made of U-shaped channel steel, rolled and formed into accurate circle; creates even friction to every part of the lining; insures perfect contact. Positive and safe in action. Packed in cartons of 25 sets ready for shipment (each set packed in individual boxes). Weight per set, 4 lbs.

THE LETTER BOX

Wire Fencing

H. A. West, Esq., Annapolis, Royal, N. S.—Can you advise us the names of manufacturers of wire fencink with an overhang at the top to prevent anyone climbing over?

Wire feneing can be procured from the following : Banwell Hoxie Fence Co. Hamilton, Ont.; The Frost Steel & Wire Co., Ltd., Hamilton, Ont.; Dominion Iron & Steel Company, Sydney, N.S.; B. Greening Wire Co., Hamilton, Ont.; C. H. Johnson & Sons, Montreal, Que.; Steel Company of Canada, Hamilton, Ont.; Laidlaw Bale Tire Co., Hamilton, Ont.! Standard Tube and Fence Co., Ltd., Hamilton, Ont.—Ed.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

ADVANCES in hardware prices continue to be made. It is interesting to note, however, that fewer price changes have been made this week than for some time past, although according to present indications the peak has as yet not been reached and the tendency in nearly all cases is upward.

Pipe fitting prices are among the list of advances this week, which also includes stepladders, electrical goods, files, wrought washers, saws, halter chains, paint brushes, wrenches, hammock chains, blasting powder, ready roofing, inside lock sets of the cheap variety, wood handles, steel try squares, door checks and springs, weather strip, cow bells, lumbering tools, butter spades and moulds, metal polish, expansion bits and scythe snaths. A new higher charge is also effective for stamping scales.

The shortage of hardware commodities of nearly all kinds is a source of considerable anxiety, especially to the jobber who has to concern himself with so many manufacturers. The recent tie-up of the United States railroads is proving an additional setback and is said to have greatly magnified the already acute shortage.

Collections are coming very satisfactory and manufacturers and jobbers are advising that merchants take advantage of the free movement of money to straighten up their outstanding accounts while all are prosperous.

MONTREAL MARKETS

MONTREAL, April 29—Market changes are still numerous and there appears to be no indication but that, on special goods at least, there will be many changes still. Expansive bits are higher this week, as are also cutters for the same. Scythe snaths are marked higher. An increased basis is effective for sash weights, both sectional and solid. Fittings are revised upward with discounts reduced. Various handles are advanced through a reduction of discount. Fence staples are higher, both galvanized and bright. One line of chisels is revised to higher levels. Crescent pattern wrenches are higher. The charge for stamping scales has sharply advanced.

As far as the sheet and plate market is concerned there is still much scarcity, with the result that quotations are decidedly nominal. Old lead is weaker, as is also copper, while heavy cast iron, in an active market, is weakening. Ingot tin is firmer locally, it being somewhat scarcer. Lead is unchanged, some stating that it has, apparently, reached its low level. Trade is active, and the opening of navigation has stimulated business with the lower St. Lawrence ports.

Expansive Bits Revised Upward

Montreal.

EXPANSIVE BITS.—Higher prices are effective for Clark's Expansive Bits. No. 1 are quoted at ..27 per dozen, and No, 2 at ..39. Extra cutters are selling at: No. 1, per dozen, $4.50; 2, $6; 3, $8; 4, $9, and 5, $13.50.

Snath Prices Are Somewhat Higher Now

Montreal.

SNATHS.—Revised prices to higher levels are now announced for snaths. The following prices are being quoted: No. 2-0, per dozen, ..15.50; No. 1 Loop, $14.90; 2-loop, $14.30; 3-loop, ..13.10; No. 1 ring, $13.70; 2, $13.10; 3, $11.90; and bush snaths, $16.10.

Fittings Cost More; Discounts Altered

Montreal.

FITTINGS.—Revised discounts make some kinds of fittings higher. Bushings are being quoted at 12½ per cent. off list, plugs 10 per cent. union plus 5 per cent. Pound goods are selling here as follows: "A" black, 70c; galvanized, 85c, "B" 28c and 39c, and "C," 18c and 28c.

Advanced Prices For Sash Weights

Montreal.

SASH WEIGHTS.—Higher prices are effective for sash weights and the solid are now selling at $5.25 per 100 lbs. and the sectional at $6.25.

Handles Are On New High Basis

Montreal.

HANDLES.—Higher prices are effective for handles of various kinds. The discount on hickory handles is now list plus 35 per cent., while that on ash, maple and oak is now plus 20 per cent. This applies to fork, rake, hoe, axe, shovel, and other kindred kinds of handles.

Fence Staples Are on a Higher Basis

Montreal.

FENCE STAPLES.—Higher prices now apply on fence staples. The bright staples are selling at $6.10 per keg of 100 lbs., and the galvanized at $7.10. In 25 and 50 lb. boxes the prices, respectively, are $6.60 and $7.60 per 100 lbs.

Not Enough Wares To Meet the Demand

Montreal.

STOVES AND WARES.—The demand for wares is steadily heavy, manufacturers stating that they cannot begin to meet the trade for various lines. Summer goods such as stoves, refrigerators, water coolers, watering pots, etc., are going out rapidly, and if this movement continues it will be very difficult to pro-

vide for repeat orders later. Raw materials are very hard to obtain from the mills.

Stove movement is fairly active, and the undertone on stoves and ranges is, as has been frequently pointed out, strong. Advances may have to be made if raw material and labor conditions do not improve, but there is no immediate suggestion of this. The manufacturer is engaged in a day-to-day proposition both as regards price and delivery.

Chisel Prices Are Revised Upward

Montreal.

CHISELS.—Prices are marked higher on chisels of Spear and Jackson make. These changes apply to both socket and firmer, as well as to other types, and the new discounnt is 55 per cent.

Wrenches Are Marked Considerably Higher

Montreal.

WRENCHES.—Crescent pattern wrenches are marked higher, and some of the prices to the trade are now as follows: six inch, per dozen, $9; 8 inch, $11; 10 inch, $13.80.

Rope Basis Holds; Better Movement

Montreal.

ROPE AND CORDAGE.—A steadily good movement of rope is reported, and this has been somewhat better during the past week or two. The undertone is steady and unchanged, the basis for pure manila being 35½c per lb., British and Beaver manila, 28c and sisal 22½c per lb.

Brisk Selling of Gasoline and Oil

Montreal.

GASOLINE AND OILS.—The refiners state that there is a particularly heavy demand for gasoline and coal oil. Prices on both lines are held without change, motor grade gasoline selling at 38c per gallon and coal oil at 27c to 30c.

The lubricating list is somewhat firm, and advances again are, some think, probable. There is considerable activity on these lines, too.

Many Require Nails But Very Hard to Get

Montreal.

NAILS, WIRE.—While there is still an insistent demand for nails, and even greater than heretofore, the demands cannot be met, say the jobbers. Manufacturers are making some delivery all the while, but not in the volume which jobbers can make use of to satisfy the retailer. With building increasing, there is every reason to expect that demands will be greater than ever. Prices have held unchanged, with $5.85 per keg being charged for standard wire, and $6.35 for cut, base. There is a steady sale for wire products, and these hold unchanged.

Steady Prices Now on Lead Products

Montreal.

LEAD PRODUCTS.—With prices steady on lead products there is a steady though only fair amount of business for various manufactured lines. The uncertain building conditions somewhat hamper the sale of these goods on a large scale and the outlook is rather undefined. With pig lead eased off somewhat, there is not much promise of higher prices, unless increased production cost on account of labor, should develop.

Lead pipe, per 100 lbs.	....	17 50
Lead waste, per 100 lbs.	....	18 50
Note.—Lead pipe is subject to a discount of 10%.		
Lead traps and bends		List plus 30%
Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 15
Lead sheets, 3 to 3½ lbs., sq. ft., lb	....	0 14¾
Do., 4 to 8 lbs., sq. ft.	....	0 13
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.		
Solder, guaranteed, lb.	....	0 46½
Solder, strictly, lb.	....	0 43½
Solder, strictly commercial, lb.	....	0 40½
Solder, wiping, lb.	....	0 39
Solder wire (8 gauge)—		
40-60	....	0 42½
40-55	....	0 45½
50-50	....	0 48½
Zinc sheets, casks	....	0 17½
Do., broken lots	....	0 18

Steady Movement of Steel and Iron Bars

Montreal.

STEEL AND IRON.—Little of a new nature has developed on iron or steel bars. The jobbers are reporting a steadily active demand for this product, and the mills are working full time on turning out bars, particularly of the standard points, and considerable stock is going forward now by water to river points.

IRON AND STEEL

Iron finish machinery steel		$4 95
Norway iron	13 50	15 00
Single reeled machinery steel		6 50
Spring steel		5 50
Sleigh shoe steel		4 90
Tire steel		5 10
Toe calk steel, per 100 lbs.		5 80
Band steel		5 80
Harrow tooth steel		5 05
Mining tool steel, per lb.		0 24½
Black diamond tool steel, per lb.		0 24½
Black diamond cast steel, per lb.		0 24½
Common bar iron, per 100 lbs.		4 55
Refined iron, per 100 lbs.		5 55
Mild steel		4 90

3-16 and thinner flats in iron or steel take extra 50c. per 100 lbs. over base and regular extra.

Sheet Market Lags as For New Supplies

Montreal.

SHEETS AND PLATES.—Prices have been decidedly nominal all along on various black and galvanized sheets. Jobbers who have, until the present, had a fair stock of some of the popular gauges, are now sold up, and those wanting sheets have to pay, very often, a premium to obtain what they require, if, indeed they can obtain stock at all.

BLACK SHEETS—		
10 gauge	....	9 00
12 gauge	....	9 05
14 gauge	....	9 10
16 gauge	....	9 35
18-20 gauge	....	9 40
22-24 gauge	....	9 45
26 gauge	....	9 50
28 gauge	....	9 50
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	12 50
28 gauge	....	12 10
26 gauge	....	10 75
22 and 24 gauge	....	11 55
20 gauge	....	11 55
18 gauge	....	11 55
16 gauge	....	10 25
English Standard—		
28 gauge	....	12 50
26 gauge	....	12 25
24 gauge	....	11 65
22 gauge	....	11 30
18 and 20 gauge	....	10 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Lead is Weaker; Copper; Cast Scrap

Montreal.

OLD MATERIAL.—Cast scrap is somewhat lower in price, this being due to the embargoes against shipment of certain commodities to the United States, and where this old material might be disposed of. From $40 to $42 per ton is being quoted.

Scrap lead, too, in sympathy with the recent decline for the virgin pig, has lowered in price, present quotations being 7¾c for heavy scrap, and 3½c for tea lead. With navigation opening, there will probably be an increased receipt of old material from the country, and this may have a lowering effect on some of the commodities.

Dealers' Buying Prices—		
Old rubbers, boots and shoes	....	0 08¼
Overshoes, lumbermen's rubber boots	....	0 05½
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	0 02½	0 03
Automobile tires	0 03½	0 04
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 08	0 09
Scrap zinc	....	0 08
Lead, heavy	....	0 07¾
Lead, tea	....	0 03½
Light copper	....	14 50
Heavy copper	....	18 00
Wrought iron, No. 1, per gr. ton	....	18 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	16 00
Stove plate, per ton	....	14 00
Heavy melting steel	....	22 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00
Machinery, cast (ton)	40 00	42 00

Quiet Ingot Markets With Slight Changes

Montreal.

INGOTS.—The markets are still on the quiet side, and there is not a great deal new. Some improvement in the condition of trade may be manifest a little latter jobbers think.

COPPER.—No change of price, with electrolytic selling still at 24c and casting at 23½c. There is, if anything, a slight improvement in the movement.

TIN.—Scarce locally. The London market is unchanged, but, due to the dearth of supplies here there is a slight advance of price to 72½c per lg.

ANTIMONY.—Just slightly weaker, with a fair demand, and prices on English reduced to 13½c and Chinese still quoted at 13c.

ALUMINUM.—Very little new to report, it is understood, at 35c to 40c per lb., according to the tonnage.

SPELTER.—Steadiness rules on this, and there is just a fair outturn. A price of 11½c per lb. is still being quoted.

LEAD.—Some feel that this, at the ruling quotation of 11c has reached bottom. There is but a fair supply, with demand steady.

TORONTO MARKETS

TORONTO, April 29—Advances in hardware prices are still being made and the peak, according to present indications, has not as yet been reached. Pipe fittings have been revised upwards and the wrought pipe situation is very unsatisfactory. Step ladders have again been marked up. Electrical appliances are also higher in price. Black Diamond files and cocoa mats have also advanced.

The wire nail situation, if not soon relieved, may be serious. Prices on some lines of screen doors have been withdrawn, owing to the wood and lumber situation. Stoves and wares are firm. Wires of nearly all kinds are very hard to procure. Wood screws are very firm. Scrap and waste materials of almost all kinds show a weak sagging tendency with the exception of stove scrap and cast iron, which are selling at firm figures.

Regardless of the cold snap which has been quite general, business has been very satisfactory, and nearly all in the trade are very well satisfied with the business offered.

The shortage of nearly all hardware commodities is not readily being overcome and the tie-up of the railroads in the U.S.A. is proving a serious set-back and according to manufacturers and jobbers is magnifying the already serious shortages. Collections continue to come in very satisfactorily.

Pipe Fitting Prices Have Been Marked Up

Toronto.

PIPE FITTINGS.—Higher prices have again been made on pipe fittings. This is said to be due to the shortage of raw material, labor, also to transportation difficulties and other factors. Cast iron fittings are now being quoted at 10 per cent. added to the list; Plugs 7½% discount off the list; Bushings 10 per cent. discount; Unions ¼ to 2 inch 30 per cent. discount. Malleable fittings, Class A black 70 cents, galvanized 85 cents; Class B black 30 cents, galvanized 40 cents; Class C black 20 cents, galvanized 30 cents.

Faultless Step Ladders Have Again Advanced

Toronto.

STEP LADDERS.—New and higher prices have again been made on some lines of step ladders. This is credited to the situation which has developed in wood, and the manufacture of this line. The new price is 2 cents higher than formerly, making the quotation on Faultless 40 cents now instead of a former 38 cents per foot.

Stoves and Wares Firm; Raw Material Scarce

Toronto.

STOVES AND WARES.—Manufacturers state that present business is very good and the demand still exceeds the supply. They also state that they have great difficulty in securing sufficient supplies to carry on their work and in some cases they have not been able to do any new or experimental work but rather have had difficulty in securing sufficient supplies to manufacture their regular standard product

WARES are having a very good demand and while manufacturers state they have received some shipments of raw material to make up they can get no sufficient quantity to carry on the extensive manufacture that the present demand calls for. The present prices are as current quotation pages.

Black Diamond Files Up; Nicholson Also Higher

Toronto

FILES.—In line with other commodities whose basic material is iron or steel, some makes of files have been revised to higher price levels. The Black Diamond are now quoted at 25 per cent discount. Nicholson are also quoted at a discount of 25 per cent. in place of a former 30 per cent.

Electric Majestic Heaters Have New Higher Prices

Toronto.

MAJESTIC HEATERS.—Many lines of electrical goods have recently been advanced and in some cases others are very firm or are expected to go to higher levels if they have not already done so. Majestic heaters have new prices, the No. 7 now being quoted at $11.50, while the No. 8 is being quoted at $17.00 less a discount of 27½ per cent.

Prices Withdrawn on Some Lines of Screen Doors

Toronto.

SCREEN DOORS.—Owing to the lumber situation both as regards to price and scarcity of supplies manufacturers say that their production has been very much retarded, and while they have large supplies of lumber en route, they state their cars are tied up in the hands of the railroad companies and can see no immediate chance of getting them through. This also applies to the Kasement Skrene Dore, and the manufacturers of this product state that on account of having to refuse further orders at present owing to the above mentioned conditions, they have withdrawn their prices temporarily.

Cocoa Mat Prices Have Been Revised Upwards

Toronto.

COCOA DOOR MATS.—Higher prices have been made on this commodity. It is stated that difficulties are many in the manufacturing circles and the greatest among these is getting supplies of raw materials. The new increase this week makes cocoa door mats to sell at the following prices:

COCOA MATS

14 x 24 inch	$1.25	each
16 x 27 inch	1.65	each
18 x 30 inch	2.10	each

Wrought Iron and Steel Pipe is Getting Scarce

Toronto.

WROUGHT PIPE.—The present outlook for wrought pipe, both iron and steel, does not look very promising at present, according to the opinions of manufacturers and jobbers locally. Manfacturers state that they have been practically tied up in the manufacture since the tie-up of the American railroad. It is stated that one manufacturer was practically closed down for several days and that others are working on broken time as a result of the coal shortage, and in other instances some mills have sufficient steel and no coal, while others have sufficient coal and no steel or iron as the case may be, and owing to the tie-up are unable to remedy the situation. Jobbers say they have great difficulty in securing the larger sizes. The present price is holding very firm and although the price is not changed it is hard to say just what the future will show owing to the disrupted conditions of the markets generally. The present quotations are as per current quotation pages.

Rope Sales Increasing; Prices Remain Firm

Toronto.

ROPE.—Manufacturers state that they are very well satisfied with the present business offered in rope and state the demand continues to be a heavy one. Notwithstanding the firm position of the raw material on the primary markets no change has been made and none are immediately expected, although one manufacturer stated it is impossible to see very far ahead these days owing to the unsettled condition of nearly all other markets. The present prices are as per current quotation pages.

Wire of Many Kinds is Hard to Procure

Toronto.

FENCE WIRES.—Practically all kinds of fence wires are enjoying a very good demand and supplies are moving very

freely, although jobbers state they have great difficulty in securing sufficient supplies from the manufacturers to satisfy the present demand. Especially is this true of the barb wire, and coil spring and other galvanized wires. The quotation on barb wire two point or four point is now $6.50 per hundred pounds. The No. 9 soft galvanized wire is quoted at $6.15 per hundred pounds.

Wood Screws Firm; May be Advanced

Toronto.

WOOD SCREWS.—Under the present situation of wire, iron and steel, etc., wood screws are holding very firm, and it is the opinion of some that higher prices may be made if the situation is not soon relieved. The present quotations are as per current quotation pages.

Wire Nail Situation Remains Unchanged

Toronto

WIRE NAILS.—Jobbers state they have considerable difficulty in securing wire nails in any size or kind and the demand continues to be very heavy, which is gradually depleting their stocks. It seems that merchants almost everywhere are looking forward to very heavy building activities, and have been preparing for the rush, although some state they believe that the merchants generally are not booking much farther ahead than their present requirements will call for.

Many are wondering just what the situation will be in the near future, especially when the building season opens up in full swing. Some have it that nails are being exported from Canada and that none are coming in from other sources to fill the vacancy. This is accounted for by some by the condition of the world's markets, it being the belief that a great shortage is noticed throughout the world.

The present disruption caused by the recent tie-up on the United States railroad is not without its effects on products of Canadian manufacture, as in many cases manufacturers, especially of steel, have been unable to get sufficient coal or coke to continue operation. It is reported that some manufacturers have been running on broken time on account of this shortage. The present quotation on wire nails is $5.75 per hundred lbs. base, while the cut nails are quoted at $6.85 base.

Scrap and Waste Material All Show Little Demand

Toronto

SCRAP AND WASTE MATERIALS.—The prices on nearly all lines of scrap and waste products remain practically unchanged, although the present situation is a peculiar one, and dealers state there is not the demand that they had expected at this season of the year. This may be due to the recent tie-up of the American railroads, which has caused a number of the mills to either shut down or else slacken up in their operation for want of raw materials, etc., which could not be moved owing to the freight embargo. The present position of metals composed of iron or steel is very firm while those of the copper and brass, etc., show a tendency for weaker prices. Stove scrap and cast iron are still very hard to procure and price quotations are generally nominal. The following are the present quotations:

WASTE MATERIAL

No. 2 busheling	13 00
Stove plate, per ton	32 00
Yellow brass	0 10
Red brass	0 15¾
Light brass	0 08
Scrap zinc	0 06½
Heavy copper	0 17
No. 1 machinery cast	38 00
Heavy melting steel	15 00
Wrought iron, No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes	0 06
Overseas, lumbermen's rubber boots	0 04
Bicycle tires	0 01½
Automobile tires	0 03
Heavy lead pipe	0 05¾
Tea lead	0 04

Strike on Railway Affects Corrugated Sheets

Toronto.

CORRUGATED SHEETS.—The difficulty in securing flat sheets continues to be the chief worry of the manufacture at present, and now a few are wondering what the future outcome will be if sheets do not come along in better and larger quantities. One manufacturer stated that we may be commencing to feel the results of the clogged up machinery caused by the United States railroad strike, and stated that many mills in the States were clogged up with the raw materials and others with the finished product, and yet no one was able to ship any commodities that were turned out and manufactured. It is now necessary to store them in the yards and around the buildings, whereas they should be put directly on the cars and ready for market.

It may be that sheet will come better after the strike is settled, but the majority seem to doubt it as they believe that the mills are seriously held up with their production and it will be hard for them to catch up with their orders. The following are the present quotations on corrugated sheets:

Corrugated Sheets—	Per 100 square feet Gal'zd.	Painted
No. 28 gauge	9 25	7 75
No. 26 gauge	10 00	8 75
No. 24 gauge	15 00	11 00
No. 22 gauge	17 50	13 75
No. 20 gauge	21 00	17 50
No. 18 gauge	26 50	21 50

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

An additional charge of 10% of the list price is added to cover exchange.

Discount, 7½%.

Some Iron and Steel Materials Hard to Get

Toronto.

IRON AND STEEL BARS.—The situation in regard to iron and steel bar prices remains unchanged, although jobbers state they have considerable difficulty to get material. Especially is this true of the imported materials.

Local conditions are also in very poor shape and HARDWARE AND METAL understands that some of the mills are now working on broken time as result of the shortage of coal, coke and other necessities of manufacture that are being held up at the border owing to the United States railroad strike. The present quotations on iron and steel bars are as follows:

Common bar steel, 3-16 and light	6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and heavier	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....

Lead Pipe, Etc., Has Brisk Movement; Solder Firm

Toronto.

LEAD AND ZINC PRODUCTS.—The demand for this commodity continues to be heavy and a good volume of business is being handled. Solder is holding at a very firm figure and although no immediate change is being expected it is believed that no lower prices will be made for sometime.

SHOULD GET COLLECTIONS

People of nearly all classes and in nearly all communities seem to have plenty of money to spend, and in many cases even for luxuries these days, and jobbers and some manufacturers point out that this is the ideal time for a merchant to keep in touch with his accounts, especially the outstanding ones and see that he gets all his returns while the money is moving freely, and as one jobber put it, it may be that prosperity will remain with us for many years, but in any case it would be better business to secure the cash and be assured that preparation had been made for any possible tightening up of the money market.

While this is generally believed to be the policy that merchants generally have adopted some are of the opinion that there are merchants who have been somewhat slack over their collections and in many cases have been carrying their customers for necessities; the customer in turn has invested the money the merchant should have had into luxuries, and should a tightening up process happen to the money market it may be that this class of customer might turn out to be poor pay.

Lead pipe and lead waste pipe are beginning to move very freely and the demand is continually growing heavier. This also includes lead traps and bends, lead roll, lead sheets, etc. The following are the present quotations:

Lead pipe, list, per lb.	0 17½
Lead waste pipe, list, per lb.	0 18½
Do., over 8 inches, list, per lb.	0 19½
Above subject to discount of 10%.	
Lead traps and bends	add 30%
Lead wool, lb.	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lbs.	0 14
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 45¾
Solder, strictly, lb.	0 40½
Solder, commercial, lb.	0 38
Zinc sheets, per lb.	0 19
Solder, guaranteed, lb.	0 43¾
Solder, wiping, lb.	0 37¼

Boiler Tube Prices Firm; Fair Stocks Available

Toronto.

BOILER TUBES.—A fairly heavy demand has been noted for boiler tubes, although the season is a little off and is approaching a seasonable slackness. Jobbers state they are fairly well caught up with their orders and have fair stocks in their warehouses and are preparing for heavy business which usually starts in around the season of the year when fires are let out.

The tying up of the United States railroads, it is stated, has not caused any shortage or famine in this line. Jobbers state they have been fortunate enough to receive fairly heavy shipments just previous to when the strike took effect. It may be, however, that certain few sizes are short, mostly pertaining to the most popular sizes.

Some are of the opinion that boiler tubes may be scarce when the heavy demand starts in, as the present situation of skelp is not at all satisfactory, and is very hard to procure. The mills are said to be rushed to capacity and still the demand is greater than the supply. However, some state that the skelp mills have in some cases been forced to shut down owing to the tie-up of raw material and other commodities used in the manufacture of skelp. The following are the present quotations on boiler tubes:

BOILER TUBES—	Seamless	Lapweld
1 inch	$28 00	.....
1¼ inch	30 00	.....
1½ inch	31 50	.....
1¾ inch	33 00	30 00
2 inch	32 00	29 00
2¼ inch	37 00	32 00
2½ inch	46 00	36 00
3 inch	54 00	45 75
3½ inch	70 00	49 00
3½ inch	70 00	39 00
4 inch	96 00	63 00

Sheets and Plates Scarce; Stocks Still Depleted

Toronto

SHEETS AND PLATES. — Local stocks of sheets and plates continue to be very low and although the situation is said to have improved somewhat jobbers state there are not sufficient sheets to anyway near supply the present demand, which is becoming daily more heavy and persistent. With the approach of warmer weather many projects are beginning to open out and building is rapidly extending in nearly all branches.

Some jobbers stated that they expected that their stocks would be in much better condition at this season of the year had it not been for the strike on the United States railroads. They state this tied up shipments in transit and incidentally kept them back several weeks although they stated they had received some shipments, but the demand is so great that most of the stock came direct from the car without ever entering the warehouse.

Many are looking forward to the announcement by the mills of their second period business.

The following quotations are being quoted by some, although they are more or less nominal owing to the great scarcity. It is believed that very few have complete list of sizes in stock at present.

BLACK SHEETS—	
14 gauge	7 45
16 gauge	7 55
18-20 gauge	7 95
22-24 gauge	8 00
26 gauge	8 05
28 gauge	8 15
3-16 inch plate	....
¼-inch boiler plate	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—	Premier		Apollo	
10¾ oz.	$10 00	$11 50	$10 75	$12 00
U.S. 28	10 20	11 70	10 35	11 45
U.S. 26	9 90	11 40	10 05	11 15
22 and 24	9 75	11 25	9 90	11 00
18 and 20	9 60	11 10	9 75	10 85
16	9 45	10 95	9 60	10 70
12 and 14	8 70	10 20	9 45	10 55

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 8 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Ingot Metals Erratic; No Price Changes

Toronto.

INGOT METALS.—Although there has been considerable fluctuations on nearly all metals listed here, the price this week show no change. Buying is said to be very light as the markets seem to be in an erratic condition, losing one day and recovering the next. Stocks are still very light and a fair demand continues.

LEAD has fluctuated considerably but continues to quote at unchanged prices, the present price being 11½ cents per pound.

SPELTER has also fluctuated to some extent but remains at unchanged price of 12 cents per pound.

ANTIMONY.—The market conditions on this metal are unchanged and stocks are considered rather light. The selling price continues around 15 cents per pound.

COPPER. Little change has been made in the price of copper, the present demand being rather light, the present quotation is 24 cents a pound.

ALUMINUM prices remain unchanged with little demand showing. The present quotations are from 36 cents to 37 cents per pound.

TIN prices have fluctuated considerably during the week, although the present quotations shows no change over last week's quotations and are still holding at 74 cents per pound.

LONDON MARKETS

LONDON, April 29—The peak for high prices in the hardware line has apparently not been reached yet, according to present indications, although it is interesting to note that this week's budget of advanced prices shows fewer changes than for considerable time back.

Wood handles have been marked up to higher prices, while cheap inside sets are also higher. Hammock chains, blasting powder, cocoa door mats and ready roofing, all have advanced in price. Spring lines are moving very briskly, screen doors and windows, lawnmowers, washing machines, fence wire, post hole augers and diggers, shovels and spades, garden tools, poultry netting, etc., all being in good demand.

The volume of trade continues very good in spite of the cool weather and the general belief amongst the merchants seems to be that a few warm days will make business very brisk again.

Prices are very firm with upward tendencies, and higher prices are not unexpected. The scarcity of hardware commodities, however, is causing some concern and many are wondering if a serious shortage will be prevalent later in the season. Collections are very satisfactory.

Hammock Chains Also Have Soared

London, Ont.

HAMMOCK CHAINS.—New and higher prices have been made on hammock chains. This is said to be in line with recent advances which have occurred on other lines of chains, and is believed to be entirely due to the steel situation. Manufacturers of nearly all steel and iron products state that they have great difficulty in securing sufficient supplies of raw material to carry on their man-

ufacture. The new prices o .hammock chains are as follows:

3 feet	$7.20	doz. pr.
4 feet	9.60	doz. pr.
6 feet	14.00	doz. pr.

Blasting Powder Now Costs More

London, Ont.

BLASTING POWDER.—Those who are extensive users of blasting powders will this year have to pay more to secure their supplies. Manufacturers state that price has not only been affected by direct factors bearing on their own markets but also the reflection of higher prices on nearly all other commodities, which naturally has a reaction. The present new price for direct shipment from the factory is $4.75 per keg net cash.

Cocoa Door Mats Again Are Revised Upward

London, Ont.

COCOA DOOR MATS.—Higher prices have been made on this commodity, it is stated that difficulties are many in manufacturing circles and the greatest of these is getting supplies of raw materials. The new increase this week makes cocoa door mats to sell at the following prices:

No. 1, 14 inch x 24 inch	$1.25 each
No. 2, 16 inch x 27 inch	1.55 each
No. 3, 18 inch x 30 inch	2.10 each

Ready Roofing Supplies Very Light; Prices Firm

London, Ont.

ROOFING.—A very heavy demand has been noted for roofing although supplies are more or less limited and restricted at the present time. This is said to be brought about by the scarcity of felt, labor, and also the transportation difficulty. A few of the quotations are as follows:

TECUMSEH

1 ply	$1.95 sq.
2 ply	2.25 sq.
3 ply	2.75 sq.

STERLING

1 ply	$2.20 sq.
2 ply	2.60 sq.
3 ply	3.10 sq.

Screen Doors; Windows Show Active Demand

London, Ont.

SCREEN DOORS AND WINDOWS.—A good demand is noted for this line and many are getting their stocks in shape for a big demand during the fly season. In fact it is believed that many are preparing immediately so as to be ready before the warm weather sets in. The quotations on some of the lines are as follows:

Grained only, $22.35 doz. Mission style, grained, filled and varnished, $33.35 doz. With brackets, grained, filled and varnished, $36.50 doz. Panel bottom, grained, filled and varnished, $39.35 doz. Oval top and janel bottom, grained, filled and varnished, $47.40 doz.

Lawn Mowers Continue to Sell at 25% Discount

London, Ont.

LAWN MOWERS.—Jobbers are very well satisfied with the business offered this season on lawn mowers and state that a great many have already gone out. It is believed that one of the best seasons so far will be noted. The following are the list prices less discount of 25 per cent.:

Daisy.—12 inch, $8.25 each; 14 inch, $9; 16 inch, $9.70.
Star.—14 inch, $10.70; 16 inch, $11.40.
Woodyatt.—14 inch, $11.80; 16 inch, $12.50; 18 inch, $13.20; 20 inch, $13.90.
Empress.—14 inch, $15.25; 16 inch, $1; 18 inch, $16.65; 20 inch, $17.35.
Less 25 per cent. on above lists.

Good Sale For Washing Machines and Wringers

London, Ont.

WASHING MACHINES, WRINGERS.—The demand for this line is very satisfactory and washing machines, and wringers of all kinds continue to move very freely. Notwithstanding the present situation that has developed in lumber and also the very high and firm prices it is selling for, washing machines and wringers continue to hold at the same price and are still quoted at a discount of 20 per cent. off the list.

Fence Wires of All Kinds Are Hard to Procure

London, Ont.

FENCE WIRES.—Practically all kinds of fence wires are enjoying a very good demand and supplies are moving very freely, although jobbers state they have great difficulty in securing sufficient supplies from the manufacturers to satisfy the present demand. Especially is this true of the barb wire, and coil spring and other galvanized wires. The quotation on barb wire two point or four point is now $6.40 per hundred pounds. The No. 9 soft galvanized wire is quoted at $5.05 per hundred pounds; the oiled and the annealed wire No. 11 is $5.97 per hundred pounds, while the number 12 is $6.05 per hundred pounds.

Post Hole Augers and Diggers Have Big Sale

London, Ont.

POST HOLE AUGERS.—Iwans post hole augers are now being quoted at 8 in., $25.00 dozen; 9 inch, $26.50 dozen; 10 inch, $29.00 per dozen.

POST HOLE DIGGERS are in fair demand and the Universal No. 1 by 5 ft. handle sells for $28.50 per dozen, while the No. 2 by 6 ft. handle sells for $31.00 per dozen.

No Change in Prices of Spades, Shovels, Scoops

London, Ont.

SPADES, SHOVELS AND SCOOPS.—A very good demand is noted for spades, shovels and scoops and stocks are steadily going out to the merchants. Reports generally are that merchants are having a good turnover in this line which is said to be on account of the building activities and othe improvements. The present discount continues to hold at 35 per cent. off the list.

Garden and Harvest Tools Selling at Firm Prices

London, Ont.

GARDEN AND HARVEST TOOLS.—Very heavy demand is noted for these lines especially for this time of the year. Garden tools are going out especially well and it is believed that nearly everyone has got off to a good start although the cold weather has been a detriment.

HARVEST TOOLS, jobbers state, are moving very freely and it is believed that this is on account of the merchants being desirous of securing sufficient stocks for when the big demand starts in the harvest season. The price has recently shown no change and discounts of 50 per cent and 10 per cent. are still being quoted off the new list.

Good Movement of Screen Wire Cloth at Firm Price

London, Ont.

SCREEN WIRE CLOTH.—A good sale is noted for screen wire cloth and many are making preparations to have their screen windows and doors fixed up before the warm weather sets in. Jobbers state that those that have secured their supplies for this commodity early in the season were very fortunate, as they are of the opinion that before the season is over there may be a scarcity. The black painted is now selling for $3.60 per hundred square feet.

Poultry Netting Firm; Demand Very Brisk

London, Ont.

POULTRY NETTING.—A good sale is noted for poultry netting at present and nearly all jobbers state that their stocks are very low in this line. Especially is this true of the one-inch mesh. The prices are firm although quotations are still unchanged. The Canadian two-inch mesh is still quoted at net list, while the one inch mesh is quoted at an additional 5 per cent. to the list.

Cheap Inside Sets Have Again Been Marked Up

London, Ont.

INSIDE SETS.—New and higher prices have been made on inside sets of the cheap variety. This is said to be due to the situation which has developed in iron, steel and in fact nearly all metals. The present demand is very heavy for this line and is gradually increasing. The antique copper or the dull brass finish are now being quoted at $9.50 per dozen.

Prices on Rope Continue to Hold

London, Ont.

ROPE.—A fair demand is noted for rope, although no change has been made in price and present quotations are very firm. Owing to the firm and advancing prices of raw material some are surmising that higher prices may be made on rope, although present indications locally

are that the price will not show any immediate change. However, it is hard to state just what the situation will be as commodities of nearly all kinds are very unsettled owing to the surrounding conditions. The following are the present quotations:

Pure Manila	35½	cents base
Pure Manila	28	"
New Zealand Hemp	28	"
Sisal	22½	"

Wood Handle Prices Have Again Been Advanced

London, Ont.

WOOD HANDLES.—Many are wondering what the future will be for commodities whose manufacture consists of wood and lumber materials. Prices on some commodities composed of wood are gradually being raised. Almost every day one hears of some new commodity which has advanced. Manufacturers state they have great difficulty in securing the materials even at the higher prices asked, as manufacturers have very little to sell. They state they cannot secure sufficient lumber to make up. The new quotations for handles are as follows:

All hickory handles, list plus 35 per cent.
Fork, hoe, rake, shovel, spade and manure fork handles, list plus 20 per cent.
All oak, maple and ash handles, list plus 20 per cent.
Maple cant hook and peavy handles, list plus 10 per cent.
Maple and ash pike poles, list plus 30 per cent.
All carriage goods, doubletrees, whiffletrees and neckyokes, list plus 10 per cent.
All goods f.o.b. factory, London. Terms—2 per cent, 10 days. 30 days net.
All orders are accepted subject to delivery as soon as possible after receipt of order.

Wire and Cut Nail Situation Not Improved

London, Ont.

WIRE NAILS.—The supply of nails is very limited and while at present there is a good demand many are wondering what they are going to do in future as they are unable to secure sufficient quantities now when the demand is usually lighter than it is a little later on in the season. Wire nails are quoted at $5.75 base.

CUT NAILS.—Higher prices have been made on cut nails the new base being $7.50 f.o.b. London. The present situation is very unsatisfactory as jobbers state they are unable to secure sufficient cut nails at any price, as the manufacturers state they have none to sell.

Window and Plate Glass Scarce; Makers Rushed

London, Ont.

GLASS.—Little improvement has been shown in the glass situation and sheet glass is hard to procure as ever, and while it is believed that there is sufficient glass in stock to handle the demand at present many are concerned for the future especially near the fall of the year when the big rush commences and all are anxious to get their window lights in before the cold weather sets in.

PLATE GLASS—The demand for plate glass is enormous and jobbers and dealers everywhere cannot seem to procure sufficient stocks to sell. One large importer sent in his order for several million feet, but all he was able to get the factory to accept was a few thousand feet, which he states he could sell to one customer alone. The quotations are as per current quotation pages.

Prices on White Lead in Oil Hold Unchanged

London, Ont.

WHITE LEAD IN OIL.—The demand for white lead in oil continues to be fair, and the present quotations are very firm although no immediate change in price is expected. It is the belief of some that large quantities will be used this year and many are looking forward to a heavy demand. The present quotation is as follows: Pure, $20.45 per hundred pounds, in ton lot, and $20.80 per hundred pounds in less than ton lots. Elephant, $20.95 per hundred pounds in ton lots, $21.30 per hundred pounds in less than ton lots.

Turpentine Prices Hold; No Shipments Arriving

London, Ont.

TURPENTINE.—The shortage of turpentine is beginning to be very keenly felt. At this season of the year shipments of the new crop begin to arrive freely and usually at the low price. This year, however, due to cold weather, frost and other setbacks, the harvesting of the new crop has been delayed several weeks. The tie-up on the railroads had also been a factor in the situation, as any new turpentine available cannot be readily transported owing to the shipping and other conditions. The present quotations, although very high are said not to be out of line when existing conditions are considered. The following are the present quotations:

One barrel lots, $3.80 imp. gal.; 2 to 4 barrel lots, $3.79 imp. gal.; 5 gallons, $3.95 imp. gal.

Linseed Oil Scarce; Crushers Have No Seed

London, Ont.

LINSEED OIL.—The present situation of the linseed oil is a very peculiar one. Usually at this time of the year lower prices are made and the flax seed from all sources begins to arrive in large quantities, allowing the crushers to go ahead with all speed and crush to the capacity of their mills, and thus store up a surplus.

This year, however, this is not the case. Very little Canadian seed has been available and other imported seeds are very hard to procure. Some crushers state that they have seed bought and paid for from Argentine crops but that owing to the labor difficulties there as well as the recent tie-up on the United States railroads they have not been able to procure seed in sufficient quantity to keep their mills running at full capacity.

Some have it that English oil is beginning to arrive freely and are wondering if they will be able to ship enough to this country to be a factor for lower prices. It may be that the situation will soon clear up, although a number are looking for oil to remain at a high figure throughout the year. The following are the present quotations:

	Raw.	Boiled.
1 to 2 barrels	$2.87 gal.	$2.90
3 to 5 barrels	2.86 gal.	2.89
6 to 9 barrels	2.84 gal	2.87

Less barrels, add 15 cents gal.

WINNIPEG MARKETS

WINNIPEG, April 29—Advances in hardware prices still continue to affect many important lines. Hammers, try squares, Stillson wrenches, nails, weather strip, cow bells, cold sheets, lumbering tools, tool handles, butter scoops, gilling twine and calcium carbide comprise the most important lines affected by the week's advances, and with little exception the basic materials of which have appeared frequently on account of repeated advances in the past affecting them. This fact alone explains fully the chief cause for these latest advances. And it seems reasonable that the manufactured product must in time be influenced by activities occurring in the major markets, as is known the trend of these markets has been decidedly upward for a long time, the results of which are clearly apparent in the showing occasioned by the latest activities of the markets.

General business conditions throughout the West, it is said, are very satisfactory, and despite the continued cold weather, many commodities pertaining to the spring trade are moving rapidly.

New Price on Hammers and Sledges 20% More

Winnipeg.

HAMMERS AND SLEDGES.—Further revisions occur on certain styles of hammers and sledges, advancing these lines an average of 20 per cent. on former lists; the styles affected being hand drilling, striking, stone sledge, mason's, and blacksmith's. The cause of the new increase is easily apparent when taking into consideration the present iron and steel situation, and the repeated advances on these materials must necessarily bring influence to bear on lines en-

tirely dependent upon them for their manufacture. The latest prices are quoted as follows:

Hammers—Hand drilling, 28½c; striking, 3 to 4½ lbs., 25¼c; 5 and over, 20¼c; stone sledge, 5 and over, 20¼c; mason's, 3 to 4½, 28½c; 5 to 20, 23c.

Blacksmith's Sledges—4, 25¼c; 5 and over, 20¼c per lb.

Advanced Prices Quoted on Steel Try Squares

Winnipeg.

STEEL TRY SQUARES.—New advances have altered previous lists on steel try squares to the extent of 9 p.c. Considering the stability and firmness shown by this commodity for some time, the latest increase is to be fully expected, being an all steel product, and in view of this the advance is not necessarily of a heavy character when it is considered the number of increases occurring on steel in the past few weeks. To-day's price quote: Blued, 2 ft., $39.75; Nickel Plated, 2 ft., $43.25 per dozen.

Stillson Pipe Wrenches Have New Discount

Winnipeg.

STILLSON PIPE WRENCHES. — A further change affects Stillson pipe wrenches, resulting in a further advance on this line to the extent of 11½ per cent. on previous quotations. This condition can be solely attributed to the greatly advanced cost of the raw material and the keenly felt scarcity of the same. Although the new prices appear firm, it will be seen that further change occurring in the basic metals will quickly influence this class of goods accordingly. The latest prices are quoted net and are:

Stillson Pipe Wrenches—6 in., $1.40 each; 8 in., $1.55; 10 in., $1.75; 14 in., $2.45; 18 in., $3.50; 24 in., $5.05; 36 in., $9.45.

Door Checks and Springs Show an Upward Trend

Winnipeg.

DOOR CHECKS AND SPRINGS. — Higher prices are quoted on Eclipse door checks and springs and show an approximate 23 per cent. increase as a result. This line has shown decided firmness for some time past so that the new increase was to be expected in consequence of the state of the market at present existing of the basic material that this line solely depends upon for its manufacture. The latest ruling prices show: Door Checks—Eclipse, size cylinder, 1½ inch, $3.50; 2 inch, $4.50; 2½ inch, $7 each. Door Springs—Size, light, $2; medium, $2.60; heavy, $3.50 each.

Advanced Prices Again Quoted on Wire Nails

Winnipeg.

WIRE NAILS.—Among the foremost changes of the week will again be found wire nails, on account of previous repeated advances occurring on this line. The new prices, although not necessarily of a heavy character individually, are heavy enough when taking previous advances into consideration. The nail situation, as a whole, is said to be somewhat improved, although there is still plenty of room for further improvement if the demand preceding the commencement of building activities is to be successfully coped with. The new advance shows a further 10 cents per 100 lbs. The new prices are quoted as follows:

Wire Nails—Ft. William, $6.25; Winnipeg, $6.75 per 100 lbs.

Finishing Nails—1 in., $8.75; 1⅛ in., $8.75; 1¼ in., $8.40; 1½ in., $8.15 per 100 lbs.

Cut nails at present continue firm, and are quoted at $7.40 per 100 lbs. net.

Chair Nails Are Also Influenced by High Prices

Winnipeg.

CHAIR NAILS. — Following the week's changes on wire nails, brass-headed chair nails also appear for new revision of price and are advanced an average 20 per cent. as a result. Although this line has not advanced as rapidly and frequently as the more common class of nails they are gradually attaining a high figure not generally looked for in this class of goods. The latest prices appear to be of a staple character, however, although how long they will hold will be solely dependent upon future conditions existing in the major markets. The new prices are quoted at: Chair Nails—Brass heads, Nos. 41, $2.40; 42, $2; 041, $2.60; 042 x 100, $2.20; 042 x 50, $2.30 per 1,000.

New Prices Are Quoted on Weather Strip

Winnipeg.

WEATHER STRIP.—New prices are quoted on Anti-Frost weather strip, increasing this line 4 per cent. The scarcity of, and the advanced cost of raw material is said to be the chief factor responsible for the new raise, and it is said, considering the high and rapid advance of the material, the new advance is of a very moderate character. The latest price quotes Anti-Frost weather strip at 50 cents per box of 40 feet.

Lumbering Tools Now Selling at Higher Figure

Winnipeg.

LUMBERING TOOLS.—A general revision of prices occurs on lumbering tools and shows an average advance of 9 per cent. on previous prices. The wide range of goods covering this line does not permit the tabulating of individual prices. It can be accepted, however, that the increase is general and involves an advance of an average of 9 per cent. on the following: Peavies, cant hooks, pike poles, hookaroons, timber carriers, skidding tongs, hooks, band and belts, clasps, sockets, bolts and timber rollers. The chief cause for this latest advance is chiefly attributed to the present condition of the metal markets which has naturally advanced the cost of raw material, which sooner or later must needs advance the manufactured product. To-day's prices appear firm and no further change is looked for at present.

Heavy Advance Revises Swiss Cow Bells List 80%

Winnipeg.

COW BELLS.—Exceptionally heavy advance occurs on cow-bells as a result of the week's changes, the new prices showing a full 80 per cent. on old prices. Although this line has shown marked stability in the past, the new prices must be admitted as exceptionally heavy and bring this class of goods to an unusually high figure. The high prices of metal are said to be the chief factor governing this change, combined with greatly advanced operating costs. The new prices appear firm and failing any unlocked for occurrence in connection with the major markets, no further change is at present looked for. The latest price are quoted as follows: Cow Bells—Swiss, 4 inch, $12; 5 inch, $25 per dozen.

New Prices on Cold Sheets Showing a 7% Increase

Winnipeg.

COLD SHEETS.—Following recent advances on chain, cold sheets also show new prices in the week's changes to the extent of 7 per cent. on previous lists. This new increase, it is said, although not of a heavy nature, is entirely due to the present conditions that are generally affecting this class of goods, namely the metal markets. To-day's prices are as follows:

Cold Sheets—Wrought iron, ¼ in., 80c per doz.; 5/16 in., 96c; ⅜ in., $1.15; 7/16 in., $1.30; ½ in., $1.75; ⅝ in., $3; ¾ in., $5.75.

Lumber Tool Handles Also Revised Upwards

Winnipeg.

LUMBER TOOL HANDLES have also advanced, showing an approximate 6½ per cent. on previous prices. This latest change relative to this class of goods will create little surprise, however; the lumber situation being too well known to make any comment necessary. The latest bulletin regarding this market shows no appreciable change, the present outlook tending to still higher prices at no distant date. This condition cannot help but influence all commodities whose manufacture consists of this material. The latest prices show:

Cant Hook Handles—Maple, 4 ft., $7.65 per doz.; 4½ ft., $8.50; 5 ft., $9.35; 5½ in., $10.20; Hickory, 4½ ft., $15.30.

Pike Pole Handles—12 ft., $23; 14 ft., $30.60 per dozen.

Butter Spades and Moulds Advance Average 12½%

Winnipeg.

BUTTER SPADES.—Changes occur in woodenware affecting butter ladles, spades and moulds and advancing these lines a further average of 12½ per cent. on previous lists. This will evince little surprise, however, owing to the present unsettled state of the lumber market that is at present influencing these various lines. The new prices show: Butter Ladles—White sugar maple, 10 x 6 inch, $3.30 per doz. Butter Spades—Fluted, $1.25 per doz.; plain, 75 cents

per dozen. Butter Moulds—Square, 1 lb., $2.60 per doz.; round, 1 lb., $2 per dozen.

Higher Prices Quoted on Brasso Metal Polish

Winnipeg.

BRASSO METAL POLISH, after a long period of stability and firmness, shows further advance in the week's changes to the extent of 30 per cent. on previous prices, and is now quoted at the following: Brasso Metal Polish — Size cans, small, $1.67; medium, $2.67; large, $5.34 per dozen.

Revised Prices Affect Gilling Twine 25%

Winnipeg.

GILLING TWINE is affected in the changes of the week and is advanced 25 per cent. on previous prices as a result Sarcity of raw material combined with the greatly advanced cost of same are said to be the influencing forces responsible.

Gilling Twine—No. 18, $4.25; No. 20, $4.30; No. 25, $4.75; No. 30, $5; No. 35, $5.20; No. 40, $5.50 per lb.

Calcium Carbide Prices Are Revised Upwards

Winnipeg.

CALCIUM CARBIDE prices are revised in the week's changes, advancing same 3½ per cent. on old lists and show the new quotations to be: Calcium Carbide—Size cans, 1 lb., $2.85; 2 lbs., $5.70; 5 lbs., $8.25; 10 lbs., $16.50 per dozen; 100 lbs. drums, $8 each.

Wrought Washer Prices Have Been Marked Up

Winnipeg.

WROUGHT WASHERS.—New and higher quotations have been made on wrought washers; this is said to be another reflection from the iron and steel situation. The new price is not as yet available but will be quoted in an early issue.

Disston Saws Advance 5%; Halter Chains Also Higher

Winnipeg.

DISSTON SAWS.—Higher prices have been made on Disston saws and will approximate an advance of about 5 per cent.

HALTER CHAINS also have new higher prices which will average about 5 per cent. over former quotations.

New Prices Pending For Various Wrenches

Winnipeg.

WRENCHES.—The present situation of the iron and steel materials is seriously affecting the manufacture of the finished product, and an early advance is expected on many lines of wrenches; some have it that the advance has already been made but has not yet been ruled into force, and that it will be approximately 5 per cent.

5% is New Increase Made on Paint Brushes

Winnipeg.

PAINT BRUSHES.—The present outlook for brushes is not very bright and manufacturers state it is becoming more and more difficult to procure sufficient bristle to cope with the huge demand. Especially is this true of the longer lengths. The new advance covers a considerable range of prices but will average about 5 per cent. higher than former quotations.

PITTSBURGH MARKETS

PITTSBURGH, April 29.—Transportation conditions as affecting the iron and steel industry of the Central West have been little better in the past week than in the first week of the rail strike. Current reports of the strike waning are somewhat exaggerated, and in any event apply to districts in which the iron and steel industry is least interested.

Between one-fourth and one-third of the iron and steel production of the Central West is cut off, but in the East production is almost normal, while the South is scarcely affected at all. The chief cause of the curtailment is lack of coal or coke, or both, but in one or two instances there is a shortage of iron ore. If prolonged, the strike would cause curtailment by the mills becoming choked with finished products, but thus far the situation in this respect is not serious. In the early part of the strike the mills found enough empty cars to load their current product, and only in the past week has there been much piling of steel.

The movement of coke from the Connellsville region has been reduced to relatively small proportions, but there has been some movement, and there is more now than a week ago. Only a few channels are open. There is a fairly free movement from Connellsville to Buffalo, where the merchant furnaces are operating almost normally, though the New York Central is not moving any coke to that point. Some solid trainloads have been made up and moved to the Youngstown district, particularly to the Republic Iron & Steel Company. There have been various other special movements. The railroad yards in and near the coke region are now congested and while the yards are now almost fully manned the movement is slight.

Shipments of steel are of course curtailed much more than the production. Illustrating the extreme, the Jones & Laughlin Steel Company, one of the very largest independents, with two plants in the Pittsburgh district, has had practically normal production but has shipped scarcely any steel. It loaded no less than 1,500 cars before the supply ran out, then beginning to pile steel, but the cars either stayed on company sidings or moved out to main line sidings near at hand.

The great curtailment in shipments of steel does not seem to have incommoded consumers as much as would be expected. Some consumers, of course, have their own operations curtailed by the strike, and do not need as much steel as usual. Others, perhaps, are operating on stocks, though it was claimed in many quarters consumers did not have stocks.

The rail strike has had practically no effect upon the pig iron and steel markets. They are neither stronger nor weaker as a result of the strike, and while they are dull it is a question whether this condition is attributable to the strike.

Price Prospects

There is no material change in the steel prices, and there has been none of consequence for several weeks. This does not mean, however, that there is no change in the market as to the strength of prices or as to the prospects. There is and has been an unprecedented situation and naturally there are unusual consequences. It is absolutely unprecedented for nearly half the the steel (the Steel Corporation according to the latest statistics makes 44 per cent. of the country's finished steel) to be sold at one price and the remainder to be sold at much higher prices, most of it $10 to $15 a ton higher, with the small remainder at higher prices still.

It might have been expected that when the buying pressure should decrease the prices asked by the independent producers would decline, but the independents have elected not to reduce prices. This is individual, not collective, action since the producers have no conferences with each other. Evidently the large independents felt that reducing their prices would discourage buyers from taking hold, the alternative being to adhere to any prices attained and let buyers take what they would. The general alignment of the market has been that the nearer the delivery the higher the price. Hence if a mill has a certain price and sells at only two-thirds the rate at which it ships, it gradually becomes able to make earlier and earlier deliveries, and the price becomes more attractive to the buyer. This will work all right for a time but when the mill got entirely caught up on deliveries something would occur.

Some of the large independents state positively that they have not regularly opened their order books for third quarter business, though of course, they have taken some orders from special customers, and they would probably will have a little lapover from the second quarter. The smaller independents, that have had still higher prices, on account of delivery, are naturally sold still less distances ahead. The Steel Corporation's unfilled obligations at the end of March amounted to 9,892,075 tons, having increased by 389,994 tons during March. Even

Continued on page 78

If You Unconsciously Misrepresent Grades of Turpentine, Look Out for Conviction from Revenue Department

Number of Convictions Made Recently—What is Legal Status of "Second Run" Turpentine and Substitutes—Technical Difficulty Prevents Action Against Low-Grade Product Selling as "Turpentine"

ON RECEIPT of the following letter from an Ontario importer of oil and turpentine, HARDWARE AND METAL made an investigation of the legality of what is known as second run turpentine, with the intention of finding out what are the legal standards required of second run and other products which do not come under the heading of pure or genuine turpentine. The letter reads as follows:

"Dear Sir,—The writer on his way to the office this morning noticed lying in front of a hardware merchant's building a barrel which had just been delivered, marked 'second run turpentine.' As your journal has shown during the past few years proof of its interest in things pertaining to the hardware merchant, we think it not out of place to call your attention to the fact that turpentine substitutes sold under the name of 'second run turpentine' are misleading and unfair to the hardware man's business.

"From our somewhat intimate connection with the turpentine business in the South we are prepared to say that the so-called 'second run turpentine' offered on the market to-day is not a pure turpentine, and if analyzed would undoubtedly be found to contain a substitute closely related to the so-called coal oil family, and is a mineral oil and not the product of either first, second, or any other run of turpentine as taken from forests in the South. Because of the high prices ruling in turpentine we have no complaint to make if manufacturers and others find that they can use substitutes for turpentine in many of their operations, but we do think it unfair and unjust that under the name 'second run turpentine' the unsuspected consumer should be misled. There are substitutes we are informed that for certain uses can be employed, but the turpentine trade as a whole should have all the protection that the law allows, and when substitutes are sold they should be so labelled, thus preventing the unsuspecting consumer paying for something that he imagines is a turpentine though perhaps of a second rate quality.

"The writer simply calls your attention to a matter which we think your valuable paper might deal with in your own way to the best interests of the trade, handicapping at least, if not absolutely preventing, unscrupulous dealers selling substitutes under names that mislead the public."

Government officials of the Inland Revenue Department and the Public Health Department which deal with the legal status of such articles as are sold through the retail trade advise that there is no standard set for what is known as "second run" turpentine. However, as the product goes under the name of turpentine it was thought that it probably contained turpentine in some degree. If second run turpentine came from the same source as the pure product it would be turpentine, but the standards do not distinguish between them.

DEALER MUST PROTECT HIMSELF

The turpentine product which comes up to these set standards of the Inland Revenue Department will be marked "pure" or "genuine" turpentine. Any other product, the natural source of which is the same as pure turpentine but which cannot come up to the set standards must not be marked "pure" or "genuine," or a conviction can be made under the Fraudulent Markings Act. The Inland Revenue Department has no knowledge or standards for any other product which may not have any connection with the natural source of turpentine, but with this information the dealer can judge for himself and it is up to him to protect himself against unconscious misrepresentation.

In this connection is a report of the Inland Revenue Department chemical laboratory in connection with an analysis of turpentine purchased from retail dealers during the period from August to October, 1918. The chemist reported that out of the number of samples purchased there were eighteen which were adulterated and could not come up to the set standards. He, however, was unable to take any action because the product was sold as turpentine and not as pure or genuine turpentine. A technical difficulty therefore presents itself which prevents any action being taken under the Fraudulent Markings Act in regard to turpentine.

Terebene, terpenol, and other products made from turpentine are used for medicinal purposes. There is a marked distinction between painters' turpentine and that used for medicinal purposes.

That hardware dealers should watch carefully that they do not unconsciously misrepresent the grade of turpentine which they sell, is emphasized by Inland Revenue Department officials, because the dealer who does so makes himself liable for violation of the law. He is safe as long as he states that the turpentine is "second run" or a substitute, as the case may be. There have been a number of convictions by the Government recently and this point should be carefully watched by the trade.

Standards of Pure Turpentine

The standards set for pure turpentine by the Department of Health are as follows:

I. When turpentine is sold as a drug, for medicinal purposes or to the order of a physician, it shall meet pharmacopoeial requirements as provided by section 7 of the said Act.

II. When turpentine is sold under any other conditions than for purposes of medicine, as above, it shall meet the following requirements:—

(1) It shall be entirely free from mineral oil.

(2) Unless sold as wood turpentine, it shall absorb not less than 340 times its weight of iodine (Hubl Solution and Method). If sold as wood turpentine it shall absorb not less than 240 times its weight of iodine by same method.

(3) The undissolved (unpolymerized) residue on treatment of 10cc with 40cc of a sulphuric acid containing 20 per cent. of the fuming acid, shall not exceed 10 per cent. by volume of the sample.

(4) The refractive index of this residue shall be not less than 1.4950 at 20°C.

(5) The refractive index of the sample at 20°C. shall lie between 1.4680 and 1.4730.

(6) The specific gravity of the sample at 20°C. shall not be less than 0.860.

(7) The initial boiling point shall not be lower than 150°C. under ordinary atmospheric pressure.

(8) At least 75 per cent. by volume shall distil below 160°C.

(9) The residue on evaporation over a steam bath shall not exceed two (2) per cent.

INCORPORATIONS

Ohio Varnish Co. has been incorporated with head office in Hamilton, Ont., to manufacture and deal in paints, oils, varnishes, etc.

Lennard Machine Tool Co., Ltd., has been incorporated to manufacture and deal in all manner of machinery, etc.

In City or Country
Moore's Paints

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The Brush Department

Display Increases Sale of Radiator and Sanitary Brushes

New Store Proprietor Near Toronto Greatly Surprised at Customers' Response to Seasonable Brush Display

A HARDWARE business located in a good trading centre not far from Toronto recently changed hands. The new proprietor was a firm believer in the value of "showing the goods," and the brush department was one of the first to which he applied the principle of effective display.

Radiator and sanitary brushes were prominently shown in the display and the new proprietor was very greatly surprised at the response of the store customers. A great many brushes of these kind were sold ond people entering the store were at once attracted to the arrangement of all types of brushes for various household uses. A remark passed by a number of customers was that the occasion was the first time they had seen such an attractive display of brushes in the store, and the majority of them did not recall ever having seen brushes for dusting or cleaning radiators, or such well-shaped bowl brushes for sanitary purposes.

Suggest Uses of Household Brushes

The experience of this particular dealer is not an uncommon one in the trade, and these examples bear out the point that customers will take an interest in seasonable lines providing the goods are well displayed and possibly some suggestion made as to their usefulness. There are brushes for every season and this is one display which can therefore be changed often to good advantage. Too many hardware stores keep brushes out of sight. The departmental stores give prominent display space to brushes, kitchen utensils and household necessities and make frequent changes in their tables, show boards or basket containers for brushes, and the hardware dealer can take a tip from them in this respect.

The housecleaning season is here and brushes move actively at this time. There are so many handy types of brushes being manufactured for various household uses that the housewife cannot keep advised as to changes. She will always welcome anything which tends to lighten the labor of housecleaning season, however, and hence the necessity for the prominent display of brushes at this season.

The margin of profit on brushes is as good as most average lines and the dealer has it within his own power as to how big a turnover he can make during the busy season.

Girls Display Brushes

It has been noted that some hardware stores are putting girls or women in charge of the brush department in order that the uses of the various types of brushes will be fully and properly explained to prospective customers.

It is wise to always display well in advance the type of brush which may be called seasonable. The man of the house, the housewife, the boatman who has a canoe or sailboat or motorboat, are all anxious to do odd painting jobs in the early summer. Brushes are a line which must be brought to the fore early, and the best use of display space will do much to stir up early enthusiasm.

An Eastern dealer whose brush sales average $600 to $700 per year has found his sales have greatly increased since he carried out an idea for placing brushes where people coming into the store to look around could not help seeing them and handling them. The idea was a simple one but effective. Small trays were employed to hold the brushes. These were really regular knife trays as carried by the trade and which are usually inexpensive. The trays were retinted and handles put on in order that they might easily be lifted for dusting. Some of the trays were provided with a middle section. They were about 9 by 14 inches in size and rather shallow. The trays slanted back at an angle sufficient to allow the brushes to retain their position, providing an attractive display cabinet

Not Necessary to Show Complete Range

Owing to the dangers of pilfering only the cheaper grade of brushes were displayed in this manner, the better grade being kept in drawers. This dealer did not display all his stock, believing it necessary to show only a good range of the less costly variety, it being a simple matter to divert the customer's attention to the place where the better brushes are kept, if such are desired.

The basic idea of the plan was to let the customer see and handle the brushes. There are many who wish to take their time in making a selection and again there are others who will make a purchase as result of the suggestion, who perhaps had no intention of purchasing a brush when entering the store. It is only by taking advantage of every human peculiarity that maximum results can be attained in the sale of brushes.

What Will Linseed Oil Cost in May?

Great Problem is That of Delivery—Much Seed Now En Route, But Delivery Greatly Hampered by Strikes

WITH linseed oil prices a year ago $1.74, at Montreal, single barrel basis, for raw, and with the present quoted basis for similar quantities practically a dollar higher than this the outlook is naturally of interest. Will prices decline? Will supplies be heavy enough, within a short while, to overtake the probable demand of the hardware trade? Will seed arrive regularly from the various points of production?

This week prices have eased somewhat and there is a probability, though no definite promise, that they will lower still more. So involved is the matter of delivery that practically no guesses will be hazarded by the crusher regarding the immediate future outlook. As far as future delivery is concerned there is bound to be improvement in delivery of seed, for supplies are rolling from the Argentine, and will, in due course, arrive on this market.

HARDWARE AND METAL is informed by trade interests, and crushers, that there is plenty of flaxseed en route to this market. As a matter of fact there are many cargoes, at this moment, according to advices just received, waiting for removal from the ships. "In New York harbor there must be from 20 to 30 shiploads," said an informant to HARDWARE AND METAL this week, "and there may be more." And, as already stated in previous issues of HARDWARE AND METAL, there is much seed en route from the Argentine.

Some apprehension is expressed regarding forward deliveries from the Argentine. Weather reports from there indicate that the outlook is not too favorable, and the markets have, as a result, been quite well maintained. But this uncertainty and feverishness still maintains to quite an extent, and aside from a few minor rises and falls in the market dur-

Continued on page 78

Offices, Warerooms and Factories, 158-168 Adelaide St. W., Toronto

"Established 1856"

TIME is the best test of most products and businesses. Boeckh Brushes have been bringing the right kind of results and satisfying consumers and the trade since 1856.

Sound quality, superior materials and skilled workmanship have given results in actual service that make them always more welcome to use or to sell.

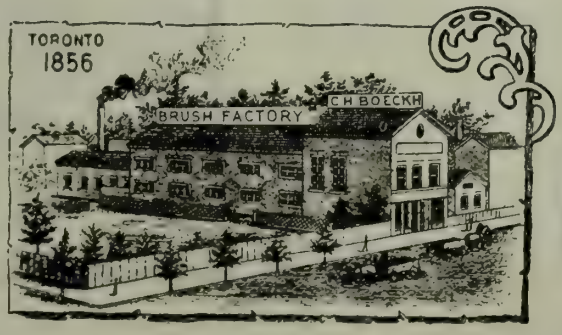
The ever-increasing number of satisfied and pleased consumers strengthens the merchant's business and assures the building of future trade on the best possible foundation —merit.

The Boeckh Company, Ltd.

Toronto, Canada

Established 1856

The Bristles Can't Come Out



The First Boeckh Factory, Berkeley St., Toronto

Every Brush Guaranteed

How Hardwaremen Advertise Paints--Nos. 4 and 5

DEFINITE information and a distinct appeal is the feature of the two paint advertisements reproduced herewith.

McPherson Bros., Medicine Hat, Alta., emphasize the point that the giving of a job to the lowest bidder is not the most economical way of executing the work from the standpoint of final cost. This point is brought out very clearly in the statement that when a house is painted it is necessary to go over the entire surface with a brush, every square foot of it—whether a cheap or expensive paint is used. It is evident, therefore, that a painter cannot cut down on the price of a job by doing less work. The alternative is that he must therefore use cheap paint.

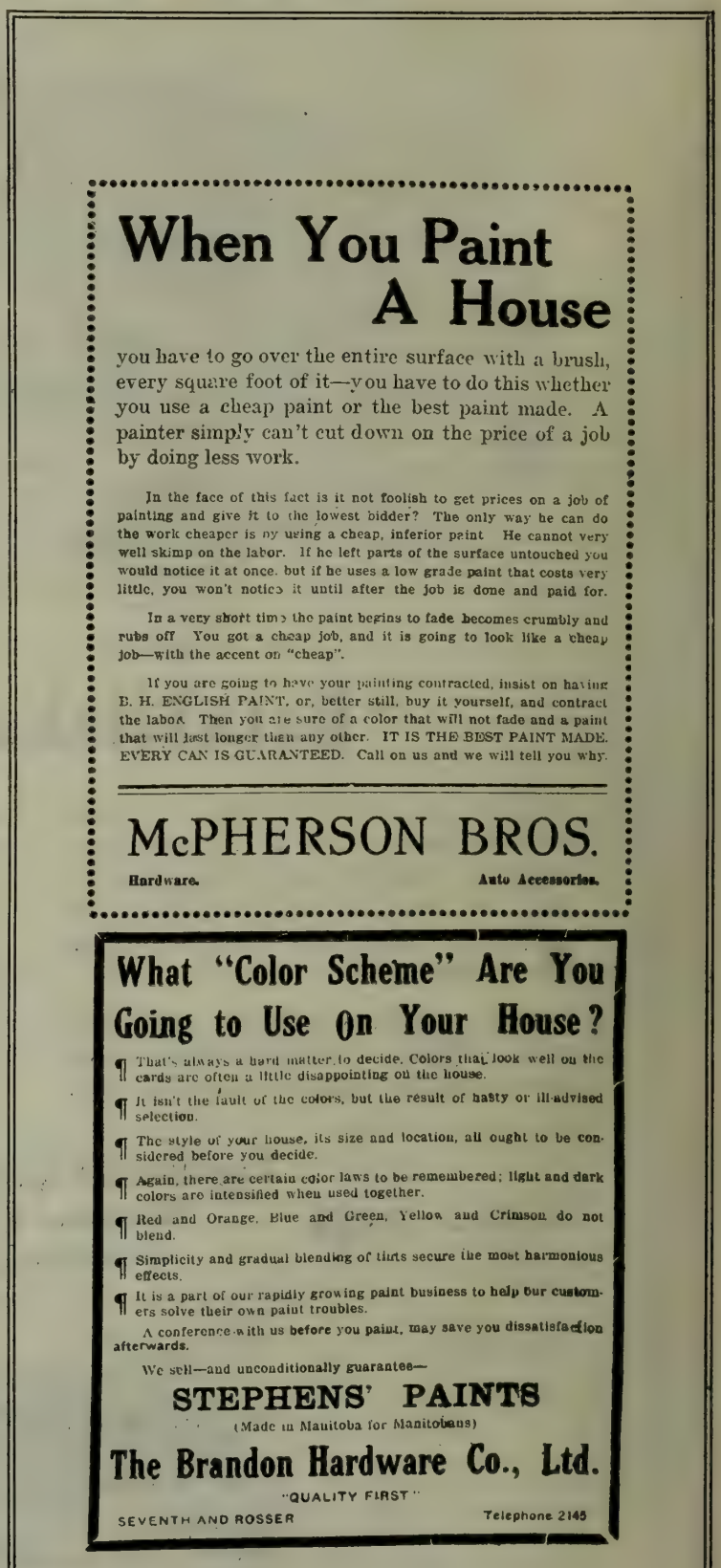
The ad. goes on to point out that the painter cannot skimp on labor or leave parts of the job untouched, for these would be too easily noticed, but he can use a cheap, low-grade paint that costs very little, and it will not be noticed until the job is done and paid for. Then in a short time the paint begins to fade, becomes crumbly and rubs off. The appeal is then made for the purchase of a certain brand of paint to insure a lasting color. The suggestion is made that customers purchase the paint themselves and then contract for the labor to be doubly sure of the quality of paint to be used.

Emphasis on the value of good consideration in selecting color schemes is the feature of the ad. by the Brandon Hardware Co., Ltd., Brandon, Man.

For the information of customers it is pointed out that colors that might look well on cards are often disappointing when used on a house. This is said to be largely the result of hasty selection.

"The style, size and location of your house should all be considered before deciding on color combinations," says the ad., pointing out further that there are certain color laws to be remembered, one of which is that light and dark colors are intensified when used together. It is pointed out that certain colors do not blend; that simplicity and gradual blending of tints secures the most harmonious effect. The ad. winds up with a suggestion that customers confer with the store management as to these matters before buying.

Definite information and suggestions such as are outlined in these two ads. are what secure and retain attention and interest, and constitute the most effective advertising.



When You Paint A House

you have to go over the entire surface with a brush, every square foot of it—you have to do this whether you use a cheap paint or the best paint made. A painter simply can't cut down on the price of a job by doing less work.

In the face of this fact is it not foolish to get prices on a job of painting and give it to the lowest bidder? The only way he can do the work cheaper is by using a cheap, inferior paint. He cannot very well skimp on the labor. If he left parts of the surface untouched you would notice it at once, but if he uses a low grade paint that costs very little, you won't notice it until after the job is done and paid for.

In a very short time the paint begins to fade, becomes crumbly and rubs off. You got a cheap job, and it is going to look like a cheap job—with the accent on "cheap".

If you are going to have your painting contracted, insist on having B. H. ENGLISH PAINT, or, better still, buy it yourself, and contract the labor. Then you are sure of a color that will not fade and a paint that will last longer than any other. IT IS THE BEST PAINT MADE. EVERY CAN IS GUARANTEED. Call on us and we will tell you why.

McPHERSON BROS.

Hardware. Auto Accessories.

What "Color Scheme" Are You Going to Use On Your House?

¶ That's always a hard matter to decide. Colors that look well on the cards are often a little disappointing on the house.

¶ It isn't the fault of the colors, but the result of hasty or ill-advised selection.

¶ The style of your house, its size and location, all ought to be considered before you decide.

¶ Again, there are certain color laws to be remembered; light and dark colors are intensified when used together.

¶ Red and Orange, Blue and Green, Yellow and Crimson do not blend.

¶ Simplicity and gradual blending of tints secure the most harmonious effects.

¶ It is a part of our rapidly growing paint business to help our customers solve their own paint troubles.

A conference with us before you paint, may save you dissatisfaction afterwards.

We sell—and unconditionally guarantee—

STEPHENS' PAINTS

(Made in Manitoba for Manitobans)

The Brandon Hardware Co., Ltd.

"QUALITY FIRST"

SEVENTH AND ROSSER Telephone 2145

The Luxeberry Painter Says:

The cow that gave a good pail of milk and then kicked it over reminds me of home-builders who pay for handsome interior trim and then allow it to be spoiled with cheap or unsuitable varnish. If I do your next job you will get a finish you will be proud of, and it will be produced with Berry Brothers Varnishes, Enamels and Stains.

It is the earned confidence in "Berry" Finishes that has created the great and always growing demand for them.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance, Ltd., Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONT.

Pump Portion of Bowser System

Get Ready For Spring Paint Profits

Someone will get the big Spring Paint Trade. You may as well have your share of it. There is a good profit in it for you if you handle it and sell it with Accuracy, and Eliminate the Losses that are common in so many stores.

BOWSER Safe Oil Storage Systems

Enable you to sell Oils at a profit, because they measure Accurately and Save you time. A few turns of the pump handle and you have the exact amount asked for, and the price for odd quantities figured for you. Let a Bowser System do the work and make money for you.

Send to-day for our literature. It will show you ways of improving your store generally.

S. F. Bowser Co., Ltd, 66-68 Fraser Ave. TORONTO, ONT.

LONDON—32 Victoria St. S. W. 1.
HAVANA—Lonja del Conercio 427
PARIS—5 Rue Dennis-Poisson
SYDNEY—6 Castlereagh St.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, April 29.—A reduction of ten cents a gallon on linseed oil has been registered this week in some quarters, while other crushers and jobbers still maintain the $2.80 basis on raw, single barrel lots. Seed is extremely hard to obtain, and it will be several days, perhaps a week, before there is a great deal of relief. Seed is now in New York for delivery to Canadian crushers, and then there may be, ere long, relief from the Canadian West.

Turpentine is scarcer than ever, and there will be, doubtless, much scarcity of this for at least a few weeks. The basis has been advanced this week to $3.80—an increase of 20c per gallon.

Putty and white lead in oil are unchanged, but the delivery dates have been extended to September 1st. Altogether there is a heavy volume of business, and the outlook for active trading is satisfactory.

Ten Cent Decline on Linseed Oil

Montreal.

LINSEED OIL.—In some quarters there has been a decline of price on linseed oil of ten cents a gallon. Others have not reduced their prices and are still quoting raw at $2.80 per gallon, and boiled at $2.82½. One crusher is quoting at $2.70 and $2.72½.

The situation is still tight. Rather heavy supplies of seed are on the way to the Canadian mills, but strike troubles and transportation have been so severe in recent weeks that congestion has not been sufficiently relieved to permit of this sed reaching the crusher. If the situation improves, then seed ought to be easier, with a consequent reduction for the oil. There is much scarcity, and few desire to sell in any but small lots.

	Imp. Gal.	
Raw—		
1 to 2 barrels	2 70	2 80
3 to 4 barrels	....	....
Boiled—		
1 to 2 barrels	2 72½	2 82½
3 to 4 barrels	....	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Turpentine Scarcer With Prices Higher

Montreal.

TURPENTINE.—Jobbers state that, if the outlook was poor last week as far as supplies are concerned, it is worse this week. Stocks are perilously low, and manufacturers of paints and varnishes are having their own difficulty in obtaining enough turps for their own needs. "Two or three weeks shortage, at least, this week, "and we have advanced our turer to HARDWARE AND METAL this week," and we have advanced our basis, for barrel lots, to $3.80, with $3.87 for small lots. The position is a tight one, and we cannot expect early relief from the producers in the South."

Turpentine—	Imp. Gal.
Single barrels	3 80
Small lots	3 87

(Packages extra.)

Putty Delivery Date Extended to September

Montreal.

PUTTY.—The only feature of the putty market this week is that of an extension of the present basis to September 1st. After the first of the year dates were extended, on the higher revised price basis, to May 15th. Now bookings may be placed at these prices for delivery up to September 1st, providing, of course, that market materials are not so changed as to interfere with this.

The basis is steadily held without change, and there is a seasonably active movement.

PUTTY—	5 ton	1 ton	Less than ton
Bulk in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

Steady Movement of White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—A steadily tinues. There is but one feature of inactive outturn of white lead in oil conterest this week, that of an extension of the forward booking date. Dealers may now place orders at present basis with delivery permitted up to September 1st next. The undertone is steadily unchanged, with fair supplies available and with some export business still being transacted. This, some feel, may soon be less, but there has been, for some time, a fairly active export demand.

Prices are: Five ton lots, per 100 lbs., $19.50; ton lots, $20, and smaller than tons $20.35.

Plenty Paint Orders Keep Makers Busy

Montreal.

PREPARED PAINTS, ETC.—Paint makers are experiencing plenty of activity, and there is not a great deal of diminution in the movement of paints to the retailer. Raw materials have been somewhat hard to get, some of them particularly so, but the shipping of commodities has continued uninterrupedly notwithstanding. The undertone is steadily firm on paints, varnishes, and specialties, all raw materials holding on their high basis.

TORONTO

TORONTO, April 29.—The cold weather which has set in is believed to be responsible for the slight falling off in the paint trade, although a number report a fair business. Manufacturers state that notwithstanding the above-mentioned that their business to date in comparison with that of last year shows this year's sales up to the present time to be much greater.

Putty and white lead in oil are about the only feature in the week's activities. Manufacturers have extended the booking date on these commodities from May 15 till September 1. Whiting continues to be very scarce and prospects for early relief are poor. Prepared paint is moving freely. Shellac and varnish are firm. Collections are good and all are looking for brisk business immediately the weather brightens up.

Prepared Paint Firm; Price Unchanged

Toronto.

PREPARED PAINT.—Spring business on ready prepared paint has been very heavy and manufacturers state that so far it has been one of the best years they have had for sometime. Although the cold weather which has set in has been a temporary drawback, sorting orders are already coming in it is stated.

The present price although very firm is not expected to change at least not immediately, notwithstanding the higher position of ingredients. Blue colors are said to be getting scarce and may prove a difficulty later on in the season.

Window and Plate Glass Situation Unchanged

Toronto.

WINDOW GLASS.—The present demand has somewhat slackened but this it is believed is entirely due to the cold unseasonable weather. Importers and jobbers state there is a very big shortage

"Save the surface and you save all" *Paint & Varnish*

Get the Painter Business

Painter business is steady business. It represents volume—and volume means profit.

It's worth going after.

And worth holding, so go after it with Glidden products and Glidden quality will hold it.

Glidden is a reputable name throughout the Dominion. It is a synonym for good varnish. It is now known as a safe name for paints, enamels and every other kind of material the painter needs.

If you're really in earnest about the paint question we have a proposition that will prove of interest to you. Write for prices and plan.

THE GLIDDEN COMPANY, LIMITED
Toronto, Ontario
Branches at Montreal and Winnipeg

in nearly all kinds of window glass and state that the mill will not accept further orders; especially is this true of double diamond glass.

One importer stated to HARDWARE AND METAL that he personally made a trip to several mills and wished to place an order for several million feet. The mills could not accept his order as they were then oversold. This, he stated, is the situation practically the world over.

PLATE GLASS is said to be harder to procure than sheet glass if possible and many are greatly concerned for future business.

Shellac and Varnish Firm; Also Methylated Spirits

Toronto.

SHELLAC AND VARNISH, prices on both of these commodities are very firm and in some cases there is a scarcity. Especially does this apply to shellac. Some manufacturers state they have the shellac gum but that owing to the difficulty in procuring methylated spirits to cut it they are practically held up in the manufacture of this commodity.

METHYLATED SPIRITS continue to be scarce. This it is believed is caused by the heavy demand during the winter months for different frost-proof preparations for automobile radiators. However, the demand for this is over now for this season and it is believed that the Government can go ahead with their orders much more rapidly and that they will soon be in a position to supply the manufacturers with larger quantities.

September 1 New Booking Date For White Lead in Oil

Toronto.

WHITE LEAD IN OIL.—The present position of white lead in oil is a very firm one, although no immediate changes in prices are expected. Corroders state that the demand is fair and they are keeping up with their orders. Some are of the opinion that the demand will increase as the season gets older and the warmer weather promotes more paining jobs. Corroders and jobbers have put through a new booking date, having extended booking for the present prices from May 15 till September 1 and which they state should prove of great assistance to the merchant.

New Booking Date on Putty Extended to Sept.

Toronto.

PUTTY.—Notwithstanding the fact that the putty season is not in full swing until the fall, the present demand for putty is very heavy considering the season of the year.

Whiting continues to be very scarce and manufacturers of putty stated that they have great difficulty in supplying just what the future situation will be on whiting as the English producers seem unable to secure labor to handle their products. Manufacturers and pobbers have extended the booking date on putty from May 15 till September 1. The following prices are at present current:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$6 85	$7 10	$7 45
Do., in 100 lb. irons	7 70	7 95	8 30
Do., 25-lb. irons	7 95	8 20	8 55
Do., 12½-lb. irons	8 20	8 45	8 80
Bladder, in barrels	8 60	8 85	9 20

Pure Putty, $2.50 cwt. advance.

Ottawa prices are 25c; Hamilton 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

Linseed Oil Prices Firm; Some English Oil Coming

Toronto.

LINSEED OIL.—The present condition of the linseed oil market is very unsettled and unsatisfactory. One crusher stated he was practically forced to close down unless supplies of seeds were available and would come forward. This, however, has not been the case to any appreciable extent and stocks received locally are very light.

It is believed that if the situation on the railroads in the United States were overcome that considerable seed which has been bought in Argentine would begin to arrive immediately to relieve the situation. The present prices are said to be very high compared with normal times but according to the jobbers they say they are reasonable, and while many expect that these prices will not be maintained throughout the season it is the belief of some that the present quotation is reasonable for short delivery. Some state, however, that English oil is appearing on the market. This being the case it may have the tendency to reduce the present price. The following quotations are:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	2 87	2 95
3 to 5 barrels, gal.	2 86	....
10 barrels and over, gal.	2 84	....
	Boiled	
1 to 2 barrels, gal.	2 90	2 98
3 to 5 barrels, gal.	2 89	....
10 barrels and over, gal.	2 87	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal higher than single barrel price.

New Turpentine Stocks Are Slow to Arrive

Toronto.

TURPENTINE.—Stocks of turpentine locally are practically exhausted and importers and jobbers state they have had shipments on the way for sometime which have not yet reached them and with the present disruption on the States railroads it is hard to say when arrivals of the new crops will commence.

While it is generally understood that the new crop should be at a lower price, jobbers state that the arrival of shipments are so uncertain that it is hard to depend on any date for shipments of the new stock to arrive and relieve the present situation.

While the present quotations are generally considered to be very high some are of the opinion that this price is reasonable and while they do not advise booking or buying ahead at this figure they believe that for short delivery these prices are reasonable especially in view of the uncertainty of the arrival of the new crop. The present quotations are:

Turpentine—	Per Imp. gal.
1 barrel lots	3 80
2 to 4 barrel lots	3 79
5 gal. lots	3 95

WHAT WILL LINSEED OIL PRICES BE

Continued from page 72

ing the past week, prices on seed have changed but little.

Some English Oil

A certain amount of English oil has filtered into Canada during the past week and this has had, to an extent, a favorable effect on the local price bais, the actual prices being reduced, in one or two instances, to the extent of ten cents a gallon. Just whether oil will continue to come forward in round lots from that source is not clearly defined. Paint makers need much oil themselves, and the arrival of this oil from England has served to help, in a limited way, those who need oil for immediate manufacturing.

May seed prices are quoted, at this writing, higher than a week ago, the difference being about two points. This condition has been induced by the unfavorable weather reports from the Argentine. Altogether the grain markets are in a nervous state, and there is particular nesvousness with regard to flax prices.

What will the position be a week or two weeks from now is dependent, materially, upon deliveries. Strikes in New York, if settled, will go far toward relieving the short supply of seed in Canada. Transportation and labor, if improved, will soon yield relief to the crusher, and if this relief be ample, then oil prices ought to rule easier. With the active painting season about to begin, many will welcome relief, and this will be apprecoated by the crusher, and manufacturer, and the dealer alike.

PITTSBURGH MARKETS

Continued from page 69

assuming a smaller rate of increase since the beginning of this month, there would be say 10,100,000 tons now on books. At the corporation's recent rate of shipping this tonnage would be equal to shipments up to the middle of next January, this being merely an average period since some products are sold much further ahead than others.

The divergence between the order books of the Steel Corporation and the independents is therefore very great. Nothing like such a situation has ever obtained in the past. While many of the smaller producers do not usually sell far ahead, the large independents, like Republic, Lackawanna, Jones & Laughlin, and others, have in the past sold for practically the same periods as the Steel Corporation. Not only is there this remarkable divergence, the divergence is increasing, for the Steel Corporation is selling more than it is shipping, while the independents as a whole are selling less than they are shipping.

A. Ramsay & Son Company

All Canadian Paint and Varnish Makers Since 1842

Experience, prestige and reputation count heavily in the volume of sales and turnover, as well as in the quality of the product.

It is but reasonable that in such a period of time improvements would be discovered in methods of production; in the product itself; and more advantageous distribution and co-operation with the merchant handling Ramsay Paints and Varnishes effected.

Ramsay advertising has multiplied the number of consumers who know its merit so that they are ripened into a receptive mood for Ramsay products.

You cannot have too many advantages in your favor—handle Ramsay's.

A. Ramsay & Son Company

The All-Canadian Manufacturers of Paints and Varnishes since 1842

Toronto **MONTREAL** **Vancouver**

Distributors:

EDMONTON DISTRICT—Revillon Wholesale Limited, Edmonton
CALGARY DISTRICT—The McDonald Baker Co., 818 8th Ave. W. Calgary
NOVA SCOTIA—James Simmonds, Limited, Halifax, N.S.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 60
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 30/10/20%.

AMERICAN AMMUNITION

Advance 25% on American list.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	**13 25**	**14 50**
Hunters' Axes	**12 50**	**14 50**
Single Bits, doz.....	**17 00**	**19 50**
Double Bit	**21 75**	**24 25**

On weights heavier than base add to list as follows:

Group 2....	$ .25	Group 3....	$ .50
Group 4....	.75	Group 5....	1.00
Group 6....	1.25	Group 7....	1.75
Group 8....	2.25	Group 9....	2.75
Group 10...	3.25		

Bench—No. 1, doz...........$17 50
No. 2, doz........... 20 00
No. 3, doz........... 22 50
No. 4, doz........... 24 50
No. 5, doz........... 27 00
No. 6, doz........... 30 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a lb.

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$3.00.
F.O.B. Montreal. Toronto

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	13/16.....	$12.00
4/16.....	5.00	10/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22	$8 90	$11 00
1—18 x 24	10 78	12 92
2—18 x 28	12 10	15 12
3—20 x 30	13 86	18 15

BOARDS, IRONING Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc. Doz.

Baby Globe	$2 50
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	....
Diamond King (glass)......	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	6 00
Jubilee	6 65
Neptune	6 00
Newmarket King	6 65
Original Globe	6 75
Pony	2 75
Royal Globe	6 00
Solid Back Globe	6 75
Standard Globe	6 00
Surprise	....
Supreme Zinc	....
Western King (enamel)	9 00

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., extra heavy $14 00
30-gal., standard 12 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. diaand smaller, 6 in. and shorter, 10%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 15%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, net.
Machine Bolts, 7-16 in. dia. and larger, net.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Square Head Blank Bolts, net.
Bolt Ends, net.
Plow Bolts, 5%; all others plus 20%.
Elevator Bolts, large head, net. corrugated head, 30%.
Fancy Head Bolts, net.
Shaft Bolts ($3 list), net.
Step Bolts, large head ($3 list), net.
Whiffletree Bolts, net.
Nuts, square, blank, add to list, $2.00.
Nuts, square, tapped, add to list $2.25.
Nuts, hexagon, blank, add to list $2.25.
Nuts, hexagon, tapped, add to list, $2.50.
Stove Bolts, 47½%. Tire Bolts, 35%.
Terms 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb..11c-12c
F.O.B. Montreal, London, Toronto.

BRASS Base

Sheets, 24 gauge and heavier, base $0 39
Rods, base ½ to 1 in., round 0 36
Tubing, seamless, base. 0 45
F.O.B. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS **Wrought Steel:—**

No. 840	add 20%
No. 800	add 25%
No. 838	add 5%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $8.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

CHAIRS Dozen

Step ladder $36 00
Step ladder stools 20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER Gross

Satinette $24 00
Nu-Way 21 00

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben $4 00
F.O.B. Montreal, Toronto, Hamilton.
Good Morning, each......... 1 60
Lookout 2 00
Sleepmeter 2 15

CLOTHES BARS AND DRIERS Per Doz.

Leather Clothes Dryers	$.....
Clothes Bars, No. 1........	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	Doz.
18—100 ft. lengths.........	$7 20
18— 50 ft. lengths.........	4 00
19—100 ft. lengths.........	6 10
19— 50 ft. lengths.........	3 55

F.o.b. Montreal, Toronto, London.

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

Electric Welded

	Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 85	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 25%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY— Doz.

No. 111	$1 65
No. 121	2 10
No. 127	2 40

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 41	0 41
Plain Tinned, 16 oz. and heavier, lb.....	0 45	....
Polished and Tinned, 16 oz. and heavier, lb.	0 50	....
Tubing, lb.	0 46	0 47

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 10
No. 7, lb.	1 09
Nos. 8, 9, 10, 12..........	1 08

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS. $10.25 per 100 lbs

DOORS SCREEN

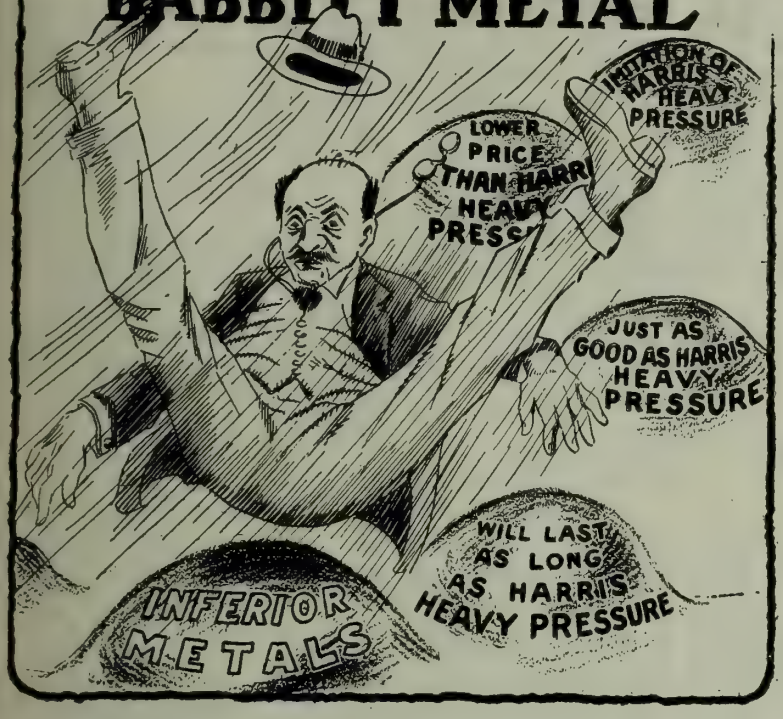
Kasement, No. 2, oak stain, varnished:
2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....

DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

⅛.........	$0.45	10/32......	$1.20
5/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.90	27/32......	2.00
13/32......	.95	⅞.........	2.10

DON'T BUMP THE BUMPS
USE HARRIS HEAVY PRESSURE BABBITT METAL



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IS OUR MOTTO

and Our Specials are

LEAD PIPE
SHEET LEAD
BABBITT METAL

SOLDER *and all* INGOT METALS

We can quote interesting prices.

THE CANADA METAL CO.
TORONTO LIMITED
HAMILTON MONTREAL WINNIPEG VANCOUVER

WHITTALL CANS

for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open-Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.
MONTREAL
Established 1888

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Sales Office:
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WINNIPEG
Repr.: A. E. Hanna

A Food-Cutter
of Superior Merit

that sells easily to the most critical customer—the

Maxwell

"Home 65"

Quick—Clean
Water-Tight

Open-end cylinder makes it easily cleaned.
Cuts any kind of Food.
Two Sizes.

Made in Canada—Superior to any imported.

Write for Proposition.

Maxwells Limited, St. Mary's, Ont.

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	42½%
Blacksmiths', ½-in. shank	27½%
Straight Shank	27½%
Straight Shank, wire	27½%
Taper Shank	27½%

DUSTERS, HAND

O-Cedar $9 00
Discount 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50
Nov. 1, 1899.	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	25
Black Diamond	25
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 17½%; cast bushings, 17½%; unions, 32½%; flanged unions, 2½%; pound goods, add 25%; plugs, 15% off list; couplings, 4-in. and under, 30%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 70	0 80
B	0 28	0 39
C	0 18	0 28

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4- in. and under	60%	..
4½-in. and larger	50%	....

4- in. and under, running thread, 80%.

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 50
Under 40 lbs.	4 25
Ri-Treadle, each	7 00

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 00
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE Doz.

Sisal, 7-16 in.	$24 00
Do., 9-16 in.	36 00
Jute, 7-16 in.	18 60
Do., 9-16 in.	31 80

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$19 25
Under 5 lbs.	24 00
Masons, 5 lbs. and over, per cwt.	22 00
Masons, 5 lbs. and under	27 00
Napping, up to ? lbs.	.....

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories. 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Canada	12 50
Hatch	12 75
National	14 50
America	16 50
Great West	30 00
Storm King and safety hangers, doz.	14 00
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Glower Heater	9 00
Heatray Heater	11 00

Discount 25%.

Majestic, 1 Burner	$10 00
Majestic, 2 Burner	15 00

Discount 27½%.

Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES. Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	.....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 00	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$23 00
Corrugated, ⅝ in., 100 ft.	26 00
Corrugated, ¾ in.	29 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickel-plated, set	2 30
Mrs. Potts, handles, japanned, doz.	1 50
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up.	7 00
Sad irons, common, plated.	5 50
Canadian Beauty Electric Irons—New Style, each	5 44
Hotpoint Domestic Electric Irons, each	5 25

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point	$16 50
Lightning	15 00
Heath's	15 00

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30

Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.	
20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 33	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 38
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	....	1 20
Cold blast	1 00	1 10

3 doz. cases, $1.10 doz.; 6 doz. cases, $1.10 doz.

Cold blast, genuine ruby....$4 75
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$2 25
Steel Thumb, No. 3	3 00
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 50
Noiseless	16 25
Hamilton	13 50
Peerless	13 00
Snowball	18 75
Momentum	20 25
New Century, style A	18 00
New Century, style B	20 00
New Century Electric	155 00
Playtime, engine drive	26 00
Ideal Power	27 00
Seafom, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	
Popular, No. 2	12 50
Economic	
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Low pressure water motor washer, each	28 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor Vacuum	26 00
Patriot	23 00
Jubilee	11 25
Canada First	23 00

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$2.40
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$14 25
Pick, doz.	14 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS Doz. Net

Liquid Veneer		$14 00
O-Cedar, less handle		12 60
Do., with handle		14 70
S. W. Mops, complete		6 00
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 35
Crank wringing	8 25	9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	25%
Empress	25%
Mayflower	25%
Star, Ontario, Daisy	25%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Toronto, Hamilton, Milton, $5.75 base.

F.o.b. Montreal, $5.85 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, $6.00 base, f.o.b. factory; no freight allowance

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 50% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.35; London, $7.50 base; Toronto, $6.85.

Roofing Nails — American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.

London—Kegs, $10.75; 25-lb. box. F.o.b. Montreal, Toronto, Hamilton. $11.75.

Big Advertising For C·C·M· Bicycles

We honestly believe this is going to be a big year for bicycles.

We are backing up our belief with a large outlay in newspaper advertising—the biggest publicity campaign in Canada for bicycles during the last twenty years.

The advertisements are large, strong, attractive, sales-producing. They will help you to sell more bicycles.

These advertisements will cover Canada from coast to coast. To cash in on them be sure to let the people in your locality know you carry

C·C·M· Bicycles

Have the C. C. M. transfer on your window so that every one who passes your store cannot miss it. Do some local advertising. Carry a good stock of the different models so that you can satisfy all who call. Don't lose sales this year asking people to wait until you send to the factory for certain models.

All aboard for a big year in

Massey—Cleveland—Columbia—Red Bird
Perfect—Gendron—Ivanhoe Bicycles

The Canada Cycle & Motor Company, Limited

Montreal, Toronto, WESTON, ONT. Winnipeg, Vancouver

NAILS (HORSE)

Size C Brand

Capewell— Per 25-lb. box

No. 5	$6 50
No. 6	6 25
No. 7	6 00
No. 8	5 75
Nos. 9 to 12	5 50

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs.
3	5⅝"	$20 00
4	1⅞"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 15-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1909.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mess and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 10		

Discounts at present quoted apply only to 1 and 2 inch mesh netting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible— Per rod

1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls.

F.o.b. Montreal.

Blue Ribbon—

24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Best (American)	$23 70
Clipper (spun)	23 70
Clipper (unspun)	22 00
U.S. Navy (spun)	.....
U.S. Navy (unspun)	.....
Plumbers' (spun)	11 00

F.o.b. Montreal, Toronto.

OILS Toronto

Royalite, gal.	0 26½
Palacine, gal.	0 29½
Gasoline, net, gal.	0 37
	Gallon
Black oil (summer)	0 20
Black oil (winter)	0 20½
Imperial Kerosene tractor	1 25
Capital, cylinder	0 82½
Machine oil, regular grades	0 47½
Standard gas engine oil	0 52
Paraffine	0 31

List, less 15% on above.

Polarine Oil, list	1 25
Polarine Oil, heavy, list	1 25
Polarine A, list	1 25
Gargoyle Mobiloil E and Arctic	1 40
Gargoyle Mobiloil, B	1 80
Gargoyle Mobiloil BB	1 75
Gargoyle Mobiloil A	1 50

List, less 25% on above.

Fuel oil, bbls. net	0 16
Fuel oil tank cars, net	0 14

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING Per lb.

Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD Doz.

2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 40	
Dry Fibre, No. 2, Anchor	0 95	
Tarred Fibre, Anchor, No. 1	1 50	
Tarred Fibre, Anchor, No. 2	1 12	
Rosin Sized Sheeting, blue	1 10	
Surprise Fibre	0 97	
"Stag" Sheathing	0 97	
Tarred felt, per cwt.—		
7, 10 and 16-oz.	5 55	
Cyclone (dry)	1 40	
Cyclone (tarred)	1 50	
Joliette (sheathing)	0 95	
Joliette (tarred)	1 12	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.	8 00	
Straw, sheathing, heavy, dry, cwt.	5 30	
Do., tarred, per cwt.	5 45	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$23 00
2-lb. pkgs., gross	44 00
In barrels, 250 lbs., lb.	0 13
Barrels of 5 lbs. cotton bags lb.	0 14
In kegs, 125 lbs., lb.	0 15
In 50-lb. boxes, lb.	0 17
In 25-lb. boxes, lb.	0 18

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	11 80
6 to 7 lbs., doz.	12 50	12 80
Rock—		
7 lbs.	13 50	13 59
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES Per case

5 gross, 4-in. (loose)	2 00
4 gross (cartons). 4-in.	2 00
Spring, 2 grs. box	1 75

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 44—April 8, 1920

Standard Buttweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 13	7 26	5 43	7 56
⅜ in.	5 13	7 26	5 43	7 56
½ in.	6 84	8 42	7 27	8 84
¾ in.	8 45	10 58	9 03	11 16
1 in.	12 50	15 64	13 35	16 49
1¼ in.	16 91	21 16	18 06	22 31
1½ in.	20 21	25 30	21 59	26 68
2 in.	27 20	34 04	29 05	35 89
2½ in.	43 00	53 82	.....	.....
3 in.	56 23	70 38	.....	.....
3½ in.	71 30	88 32	.....	.....
4 in.	84 48	104 64	.....	.....

Standard Lapweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$30 90	$37 74	$34 60	$41 44
2½ in.	45 34	56 16	51 19	62 01
3 in.	59 29	73 44	66 94	81 09
3½ in.	73 14	90 16	82 34	99 36
4 in.	86 66	106 82	97 56	117 72
4½ in.	0 98	1 23	1 24	1 49
5 in.	1 15	1 44	1 44	1 73
6 in.	1 49	1 86	1 87	2 25
7 in.	1 94	2 43	2 42	2 90
8L in.	2 04	2 55	2 54	3 05
8 in.	2 35	2 94	2 92	3 51
9 in.	2 81	3 52	3 50	4 21
10L in.	2 61	3 26	3 25	3 90
10 in.	3 36	4 20	4 18	5 03

Terms, 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list	$ 8 00
3 in., in 10-ft. lengths, list	9 70
4 in., in 10-ft. lengths, list	12 80
5 in., in 10-ft. lengths, list	17 50
6 in., in 10-ft. lengths, list	21 30

Add 5% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	15%
Medium and extra heavy pipe, 2, 3, 5 and 6	10%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	5%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$10.00-$10 50
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal,	Toronto
Ordinary, 52 sheets	$9 25	....
Do., 60 sheets	9 85	....

PLATES, COKE, TIN

	Tor.	Mont. Per box
IC, 20x28 112 sheets	....	27 00
IX, 20x28 112 sheets	....	30 00
IXX, 20x28 112 sheets	....	33 00
IXXX, 20x28 56 sheets	....	18 00

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net

4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING Per square Toronto

Samson, 1-ply, roll	$2 80
Samson, 2-ply, roll	3 25
Samson, 3-ply, roll	3 80
Everlastic, 1 ply	$2 25
Everlastic, 2 ply	2 65
Everlastic, 3 ply	3 05
Panamoid, 1 ply	2 15
Panamoid, 2 ply	2 50
Panamoid, 3 ply	2 90
Red Star Ready Roofing, 2-ply	2 10
Do., 3-ply	2 50
Liquid roofing coating, per gal., in barrels	0 55
5 and 10 gal. lots, per gal.	0 70
1 gal. cans, gallon	0 90
Coal Tar (refined), bbl.	8 50
Coal Tar (crude)	7 25

F.o.b. Toronto and Montreal

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in. ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 94
Do., ¼ in. and up	0 92½

F.o.b. Toronto, Montreal, London, Brantford, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85
	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 7 25	....
10 lb.	9 75	....
240 lb.	16 50	....
600 lb.	37 00	....
1200 lb.	46 00	....
2000 lb.	65 00	....
2000 lb. Drop lever	74 00	....

Champion, discount 10%; standard scales, discount 10% off standard list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	30

MADE IN CANADA

SIMMS

BETTER BRUSHES AND BETTER BROOMS

You should handle this line not only because it is "Made in Canada," but because it is absolutely the BEST line of brushes and brooms made **anywhere.**

SIMMS Brushes and Brooms are perfectly constructed, and beautifully finished.

A guarantee of quality goes with every piece bearing the SIMMS name.

Stock up on the famous SIMMS line of

Paint Brushes
Lather Brushes
Scrubbing Brushes
Shoe Brushes
Stove Brushes
Brooms
Whisk Brooms

Every one a profitable sale and a sure repeater. For particulars write our nearest branch.

T. S. SIMMS & CO.
LIMITED
Makers of Better Brushes and Brooms for 54 years
Head Office: St. John, N.B.
MONTREAL TORONTO
LONDON

Beatty Bros. Limited
Bulletin

Mechanical Parts Compact

N. J. CABELDU

Mr. N. J. Cabeldu is manager of Beatty Bros. Ltd., at St. John, N.B. He has met with splendid success in introducing the Red Star & Time Saver Washers in the Maritime Provinces. The Branch at St. John handles Nova Scotia, New Brunswick, P. E. Island, and Newfoundland.

Directly you scatter the working parts of a washing machine over the tub, you multiply the chances for trouble. If the tub shrinks or warps the working parts lose their adjustments.

The Red Star Washer

is built so that all the mechanical parts are compact. The flywheel is on the same centre as the dolly shaft.. All mechanical parts are mounted on a solid iron bed plate and cannot get out of alignment.

This feature is largely responsible for the noiseless, easy-running qualities of the Red Star.

BEATTY BROS. LIMITED

Fergus, Ont. Winnipeg Montreal
London, Ont. Edmonton St. John, N.B.
Vancouver London, Eng., 16 Holborn Viaduct

SCREWS, WOOD BENCH

Dozen	$7 00

SCYTHES

	Doz.
Cast Steel	$17 25
Golden Clipper	18 20
Little Giant	19 25
Bush	17 75

SNATHS

	Doz.
00 Patent	$14 00
1 loop	13 50
2 loops	13 00
3 loops	11 85

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$12 00	$11 50
26 gauge	11 75	11 25
24 gauge	11 15	10 65
22 gauge	10 80	9 80
20 gauge	....	9 35
18 and 20 ga.	10 10	....

F.O.B. Montreal.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report

SPOUTS, SAP

Eureka, per M.	$12 50

STANDS, WASHTUB—

Reversible Drip, each	$2.25

STAPLES (Fence—Galvanized)

Kegs	7 10

STOVES

Oil Burning Cooking	List each
Perfection No. 32, 2-burner	$25 00
Perfection, No. 33, 3-burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 30% off list.

McClary Glass Front Oven No. 70, each, net	5 00
Detroit Glass Front Oven, No. 85, each, net	....

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters	List
No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE

Hercules, doz.	$3 60

SWEEPERS—

Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b. b.	$ 62 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	47 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b	58 00
Grand Rapids, jap., cyco b.b.	52 00
Parlor Queen, nick., cyco b.b	64 00
Princess, nick., cyco b.b.	60 00
Standard, jap. fittings	48 00
Universal, Jap., cyco bear.	50 00
Universal, nick., cyco bear.	56 00

F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM

	Bissell's Doz.
Grand Rapids, nickeled	$124 00
Household, japanned	110 00
Superba, nickeled	140 00

SWINGS, Ontario $10 00

TACKS

	Discount
Wire Tacks	70%
Revised Hardware Tack List adopted Jan. 30, 1920	70%
Double-pointed tacks	65-10%
Shoe findings list adopted Dec. 15, 1919	Net list
List of Capped Goods adopted Jan. 1, 1916	70%

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS

See prices under head of Wares

TOASTERS, ELECTRIC

Universal	7 80
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 44
Upright, with rack	6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list. Samson, ... discount. F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	add 5% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	..
Hollow Back Scoops	35	..	35
Sand Shovels	35	..	35
Hollow Back Shovels	35	..	35
Hollow Back Coal Shovels	35	..	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	..	..

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.

Full polished, add $1.00 per dozen net.

Half polished, add 50c per dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen. F.O.B. factory only.

TRAPS (GAME)

	Doz. with chain
Victor, No. 1 Giant, doz.	3 50
Jump, No. 1	3 70
Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE BINDERS

	Per ft.
500 feet	$0 17¾
550 feet	0 19¼
600 feet	0 20¾
650 feet	0 21¾

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 2,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	1 00
Cones, 3-ply, lb.	0 96
Do., 4-ply, lb.	....

VALVES AND COCKS

Compression work—Standard	25%
High grade	24%
Fuller work—Standard	34%
Basin cocks, No. 0—Standard	23%
Nos. 1 and 2	23%
Bath cocks—Compression	30%
Flatway stop and waste cocks, Standard	32%
Roundway stop and waste cocks—Standard	32%
Brass steam cocks, standard	Net list
Radiator valves—Standard	15%
Do., removable seat	10%
Globe, angle and check valves, standard	5-9%
Gate or Straightway	Net
Jenkins Gate Valve	10%
Standard Gate	list plus 5%
Jenkins Globe	list plus 20%

F.O.B. Toronto.

Penberthy Brass Valves

Compodisk Valves	net list
Gate Valves	5 and 2½%
Regrinding Valves	add 5%
Swing Check Valves	add 7½%

WARES, ETC.

Britannic, advance 50%.
Scotch Grey Ware, 45 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, list, plus 10%
Canada Ware, list, plus 10%.
Crescent, 45% and 5%.
Diamond, plus 10%.
White Ware, 40%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, plus 25%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%
Tinners' Trimmings, general, list. plus 20%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 33 1-3%
Pieced Ware, ordinary, list, plus 50%.
Pieced Tinware, C.B., list, plus 70%.
Fry pans, Acme, 20%.
Fry pans, Quick Meal, plus 15%.
Spiders, steel, plus 15%.
Fire Shovels, japanned, list, plus 33 1-3%.
Steel Sinks, galv'zed, list plus 25%.
Steel Sinks, painted, list plus 25%.
Light Galv. Pails and Tubs, list plus 40%.
Heavy Galv. Pails and Tubs, list plus 30%.
Hollow ware, add 25%.
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus, 50%.
Galv. Coal Hods, list, plus 65%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 40%
Copper Tea and Coffee Pots, list plus 40%.
Stove and other Pipe, list, plus 60%
Stove Pipe Thimbles, 40%
Stove Pipe Elbows, black and galv list, plus 33 1-3%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 30% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mon.
Section, 1 lb., per 100 lbs.	$5.00	$4.20	$5.00
Section, ½ lb., per 100 lbs.	5.00	4.75	4.75
Solid, 3 to 30 lbs., per cwt.	3 25	3.50	3.10-4.00

WHEELBARROWS

Navvy, steel wheel, doz.	$81 00
Garden Steel, doz.	72 00
Light Garden, doz.	88 00

F.O.B. Montreal, Toronto, London

WIRE PRODUCTS

Annealed or Bright.

Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 .
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70
Annealed base		5 75
Bright base		5 75

Galvanized price on application.

Coil spring on application.

Barb wire on application.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25: bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire

No. 18	$9 00
No. 19	9 50

Fine wire, list plus 30%.

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 35%.

WRINGERS, CLOTHES

Domestic, No. 531E	$120 80
Dom. Bench, No. 541EB	165 50
Favorite, No. 511E	111 80
Favorite, No. 512	118 20
Royal Canadian, No. 151	92 80
Favorite No. 514	138 50
Ottawa, No. 331E	109 30
Ottawa, Bench, No. 341EB	154 00
Challenge, No. 311E	100 30
Warranty	120 80
Bicycle	109 30
Safety	103 50
Eze	99 80
Rapid	90 80

Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

TINKER TOM'S TALKS.

Talk 257

Manufacturers Using Sheet Metal

We have an accumulation of several tons of **Waster Sheets, Black and Galvanized,**

Gauges 20 to 28 inclusive

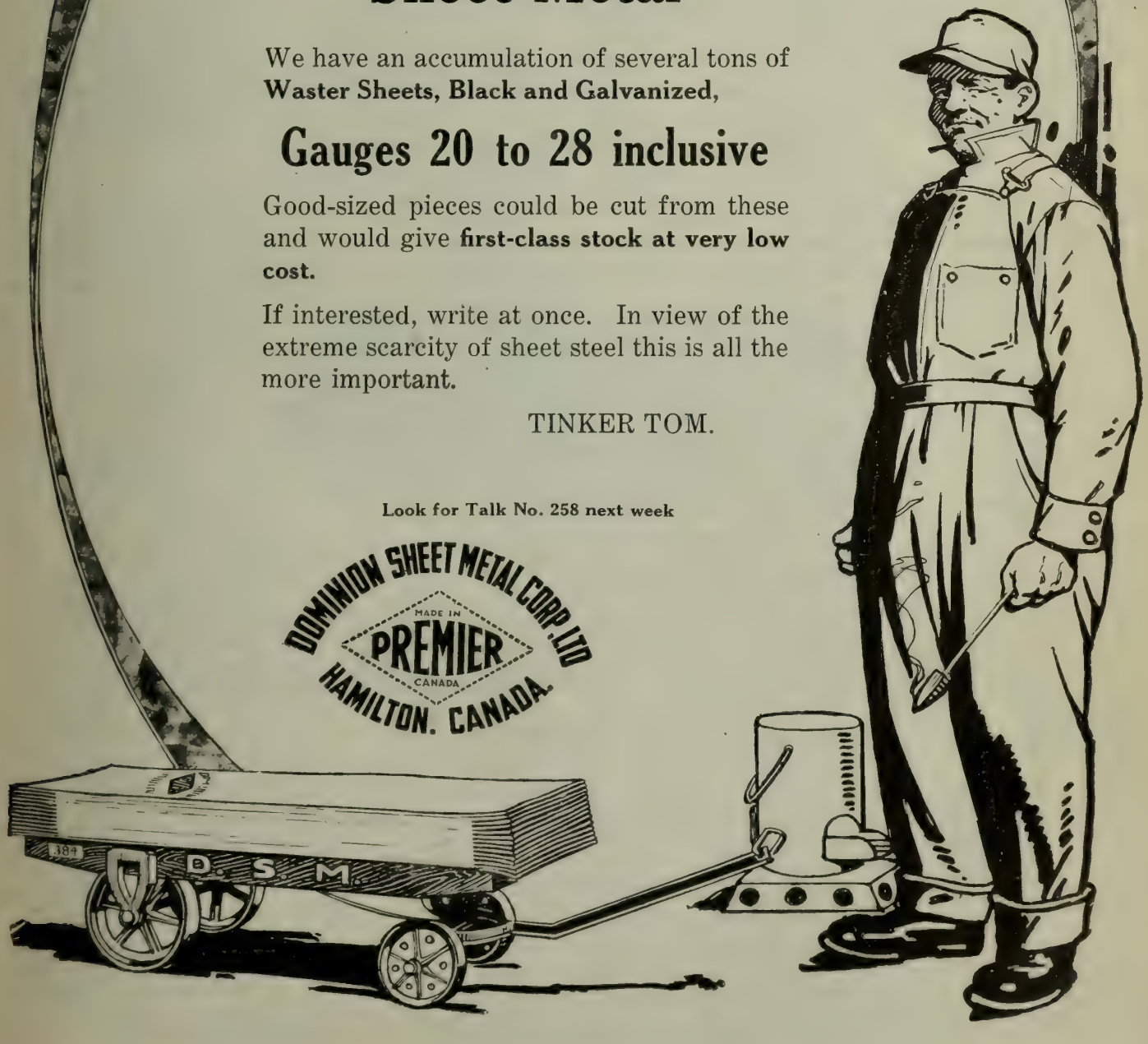
Good-sized pieces could be cut from these and would give **first-class stock at very low cost.**

If interested, write at once. In view of the extreme scarcity of sheet steel this is all the more important.

TINKER TOM.

Look for Talk No. 258 next week

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Montreal, Toronto, London.

BLUE STONE

	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)

	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	08-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, No. 1	08-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	17-19
Chrome green, pure	19-35
Chrome yellow	26-41
Brunswick green, 100-lb. kg.	10-14½
Indian red, 100-lb. keg	15-20
Indian red, No. 1, 100-lb. kg.	06-17
Lamp black	30-32
Venetian red, best bright	07-09
Venetian red, No. 1	03½-05½
Drop black, pure dry	09½-15
Golden ochre, 10-lb. kegs.	08-12
White ochre, 100-lb. kegs.	05½-06
White ochre, barrels	04-04½
Yellow ochre, barrels	03½-05½
French ochre, barrels	08-10½
Spruce ochre, 100-lb. kegs	0 07-8
Canadian red oxide, bbls.	02½-04½
Super magnetic red	0 05
Vermilion	0 40
English vermilion	2 50

F.o.b. Montreal, Toronto

COLORS IN OIL, PURE

	1 lb. tins
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)

	Gal.
Dougall white enamel	$8 00
Vitralite	9 00
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
Mooramel	7 00
Sunshine, white	5 75
Jasperlac	4 15
Invincible	6 90

GLUE

	Per lb.
English sheet	0 35-0 40
White pigsfoot	0 50
Cake bone, 112-lb. bags	.30-35
Hide, 112-lb. bags	35-45
Ground glues, 112-lb. bags—	
English, per lb.	30-32
Canadian, per lb.	22-24
Brantford—	per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS

Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 70
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	53 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.

Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS

Zinc coated, ½ and ¼ lb. packages, 22c lb.

F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.

Maritime differential 40c per 100 lbs over Montreal

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 60
Red Seal	20 00	20 35
O.P.W. English	20 00	20 35
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $22; Toronto, $22.40.

LEAD (RED DRY)

	Per 100 lbs.
Genuine, 560-lb. casks	$14 50
Genuine, 100-lb. casks	15 50
Less quantity	17 00
Genuine Eng. casks	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	....
10s	0 35	....
5s	0 36	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL

For prices see weekly report.

LITHARGE

Tons or over (cwt.)	$14 00
Smaller lots (cwt.)	15 00

LIUIQD. BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.50- 7.00

F.o.b. Montreal, Toronto.

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch and Gallery Paint, gal.	5 10
Moore's House Colors, white	5 20
Moore's House Colors, colors	5 00
Moore's Preservo Paint, white	3 75
Do., colors	3 60
Moore's Floor Paint	3 95
Moore's Sani-Flat	3 95
Moore's Porch and Deck Paint	5 00
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00

Barrett Products

Everjet Elastic Carbon Paint—

	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 75
½ bbls., gal.	0 80	0 80
5s and 10s gal.	0 90	0 90
1s(per case of 1 doz.)	10 45	10 50

Everjet Black Enamel—

Crates of 2 doz., 8-oz., doz.	1 50
Crates of 6 doz., 8-oz., doz.	1 40
Crates of 12 doz., 8-oz., doz.	1 35
Crates of 2 doz., 16-oz., doz.	2 50
Crates of 6 doz., 16-oz., doz.	2 35
1-gal. cans, gallon	1 75
5 and 10 gal. cans, gal.	1 50
Barrels and ½ bbls., gal.	1 10

Carbosota Liquid Creosote—

Barrels	0 55
Half barrels	0 60
5s and 10s, gal.	0 70
1s (case 12 gallons), case	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots.)	Per lb.
In barrels, about 600 lbs.	0 52
In kegs, about 250 lbs.	0 52½
In 50 lb. and 100 lb. drums	0 53
In 25 lb. drums	0 54
In 1-lb. packets	0 56
In ½ lb. packets	0 58
1 lb. tins	0 58
½ lb. tins	0 60

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY

See Weekly Report.

ROSIN

Barrels, 100 lbs.	$12 00
Less, per lb.	0 14

SHELLAC

	Pure white	Pure orange
Per bbl.	$9 75	$9 00
Gal. jugs	10 05-10 15	9 30-9 40

F.O.B. Toronto, London, Montreal.

NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 60
Varn-off	3 60

F.o.b. Montreal Toronto.

VARNISHES

	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$1 50
O.P.W.	1 50
Anchor	1 40
No. 1 Furniture extra, barrels, $1.80-$2.40 gal.; gal. tins $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 08
B.-H. Hard Oil	3 24
B H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	3 75
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 [illegible]
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 69
Ramsay's Universal	3 45
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 12½
Crown Diamond Floor	4 25
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20

WASTE

Cream, Polishing	$0 25

WHITE

XXX	0 22½	XXX	0 24
XX	0 20½	XX, grad	0 22½
X	0 18½	XLCR	0 21
XC	0 17½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 5	0 16¾	Fancy	0 19
No. 1	0 16½	Lion	0 17
No. 7	0 15	Standard	0 15
No. 1A	0 13¾	Popular	0 13
No. 1B	0 11¾	Keen	0 11

Above lines subject to trade discount for quantity.

WAX

	Per lb
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 70
Jamieson's liquid wax, gal.	2 75
Gold Medal	0 42
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 45

F.o.b. Montreal and Toronto.

WHITING

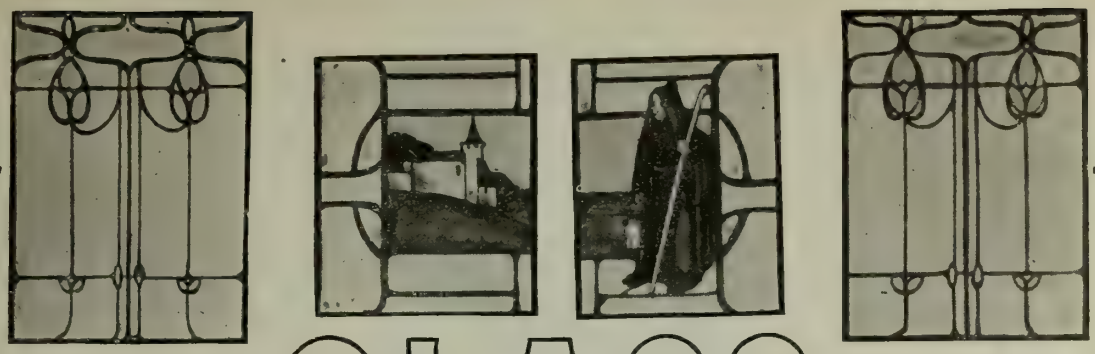
Plain, in bbls.	$2 75
Gilders, bolted, in bbls.	$3 00

Stocks very light, prices nominal.

WOOD ALCOHOL

	Per gal.
In five gallons	3 45

F.o.b. Montreal, Toronto, London



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

16-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS — WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE MIRRORS, WIRED, LEADED AND WINDOW GLASS

CATALOGUES AND PRICE LISTS FREE ON APPLICATION — WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

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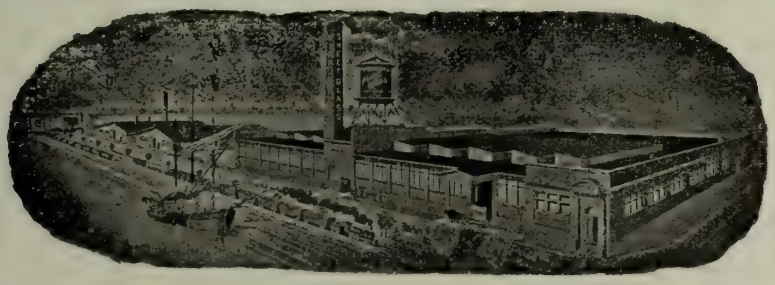
BRAND WINDOW GLASS



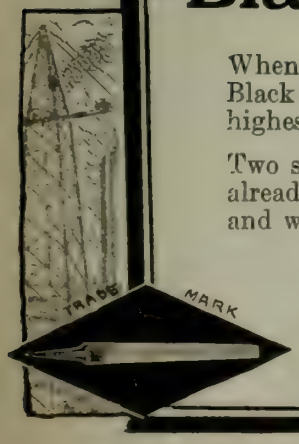
GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., LIMITED

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

Dominion Metallics — B. B. Caps, $3.50; C. B. Caps, $4.40; 22 Short, Black or Lesmok, $5; 22 Long Black or Lesmok, $6.00; 22 Short Smokeless, $5.35; 22 Long Smokeless, $7.50; 22 Long Rifle Black, $7; 22 Long Rifle Smokeless, $9.35 per M. net. Center Fire Pistol, 50%; Center Fire Sporting, 50% off American list.

American Metallics — B.B. Caps, $4.37; C. B. Caps, $5.51; 22 short, black, $6.25; 22 long, black, $7.50; 22 long rifle, black, $8.75; 22 short smokeless, $6.67; 22 long, smokeless, $9.38; 22 long rifle, smokeless, $10.94 per M net. Centre fire pistol, 37½%; centre fire, sporting, 37½%.

Loaded Shells—Crown Black Powder, 12 ga., $39.25; Sovereign Smokeless, 12 ga., $48; Regal Smokeless 12 ga., $48; Canuck Smokeless, 12 ga., $52.25 per M. net. Empty Paper Shot Shell, $14 per M.; Empty Brass Shot Shells, $6.65 per 100.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices
Irwin ....25% on list
Gilmour ....10% on list

AXES

Single Bit	$16 25	$18 00
Double Bit	.....	23 50
Broad Axes	.....	55 00

BAR IRON

Bar Iron—Round and square, ⅜-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.
Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.
Agricultural or No. 1 leather belting, 6½-10-10% off list.
Standard, 6½-10% off list. Extra 6½%.
The "double' 'list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, net list; over 6 inch, 10% adv.; 7-16 inch and larger, 10% adv.; machine ⅜ and under, up to 4 inch, 5%; over 4 inch, 10% adv.; 7-16 and over, 10% adv., machine set screws, 25%; plough bolts, 5% adv.; stove bolts, 45%; shaft bolts, 12½% on; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CHAIN

Coil, 3-16 in., $19.00; ¼in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25%.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHURNS

Barrel, No. 0, $9.60; No. 1, $9.60; No. 2, $10.50; No. 3, $11.40; No. 4, $13.20 each.

CLEVISES, MALL. 17c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 95
Lookout	1 00
Sleepmeter	2 75

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks
8, 9, 10 ....$1.02 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8.00; 12 in., $9.40; 15 in., $12.90.
Conductor pipe, 2 in., per 100 ft. $8.40; 3 in., $10.15; 4 in., $13.40; 5 in., $18.20.

ENAMELWARE

See Wares

FILES

Globe ....Discount 50%
Nicholson Gen. .....Discount 25%

FITTINGS—Malleable

Class A	50-10%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.	10%
Nipples 4" and under	70%

GALVANIZED WARE

See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in.	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 20
Cold Blast, regular	1 20

GRINDSTONES

Per 100 lbs., $3.75.
Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 17½%.

HINGES

Light T and Strap, 17½% on list.
Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.
Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

IRON, GALVANIZED	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng.	$12 75
28 Am. or 26 Eng.	12 35
26 Am. or 26 Eng.	12 05
24	11 90
22	11 90
18 and 20	11 75
16	11 60

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.
Mrs. Pott's No. 55, set.......$2 00
Mrs. Pott's No. 50, set....... 2 15
Mrs. Pott's common sad iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

5% off list.

KNIVES—HAY

Heath's $15 00
Lightning $15.00

LANTERNS

Cold Blast

No. 2, plain	$13 00
No. 25, Dash-board	.....
Short Globe, doz.	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 00
Barn Door	
5	3 00
8	3 48
9	4 98

LEAD PIPE, $16.66.

LEAD WASTE, $17.46, lb. tins.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	......
New Century B	......
New Idea	......
Snowball	......

Prices on application

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

	Doz
O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 50
Mop Handles	2 10

MOWERS—LAWN

	14 in.	16 in
Woodyatt	$8 50	$9 00
Empress	11 00	11 50
Daisy	6 60	6 85
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $6.25 base; Winnipeg, $6.75. Cut, f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in.	$6 65
30 in.	8 93
36 in.	10 50

NUTS

Square, small lots, blank, $5.00; tapped, $5.25 advance on list; Hexagon, small lots, blank, $5.25, tapped, $5.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs...$13 00
Clipper, unspun, bale 50 lbs. 12 25
Plumbers', bale 50 lbs....... 6 75

OILS

Wm. Pen motor oil, $1.28; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro oil 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 58c.

PAINTS, PREPARED

(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors..	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 25	1 40
Cyclone	1 25	1 40
Navy	....	....
Triumph	1 50	1 70

PIPE, WROUGHT.

	Buttweld, Steel		Gen. Wrot. Iron	
Per 100 ft.	Blk.	Galv.	Blk.	Galv.
⅛ in..	$ 6 50	$ 8 50	$.....	$
¼ in..	4 92	7 05	5 67	8 01
⅜ in..	4 92	7 05	5 81	8 15
½ in..	6 55	8 12	7 74	9 45
¾ in..	8 05	10 18	9 59	11 84
1 in..	11 90	15 05	14 18	17 55
1¼ in..	16 10	20 36	19 17	23 76
1½ in..	19 25	24 34	22 91	28 40
2 in..	25 90	32 75	30 83	38 25
2½ in..	40 95	51 77	50 00	62 00
3 in..	53 55	67 70	65 39	81 09
3½ in..	68 08	85 10	82 85	101 75
4 in..	80 66	100 83	98 10	120 51
4½ in..	.....	.....	114 30	141 84
5 in..	.....	.....	138 19	165 38
6 in..	.....	.....	172 89	214 58

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.25; 18 x 24, ordinary, $11.25; 20 x 28, ordinary, $11.50.

The Year Round

Customers appreciate the usefulness of Silkstone. Jog their memories and tell them the facts.

Silkstone Flat Wall Colours are cheaper than wall paper, more sanitary and lasting; Silkstone can be washed often and never rubs off; it gives a beautiful, soft, silky finish that will outwear any other wall covering. The economy of this splendid finish, that costs so little to apply and serves so satisfactorily, is an appeal to every customer.

Let Us Show You How An Agency Will Boost Your Turnover

G. F. Stephens & Co., Ltd.

Paint and Varnish Makers

Winnipeg Calgary Edmonton

Stephens'

REGISTERED TRADE MARK

Winnipeg Hardware Quotations—Continued

POLISH

O-Cedar—	Doz.
4-oz.	$ 2 10
12-oz.	4 20
1-quart	10 50
½-gal.	16 80
1-gal.	25 20
Liquid Veneer—	
4 oz.	2 40
12 oz.	4 80
1 quart	10 00
1 gal.	2 34
Bon Ton—	
¼-pints	1 35
½-pints	2 10
Pints	3 25
Quarts	5 10
½-gals.	9 00
Gals.	15 00

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. tins	16¾

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE—

British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in., ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.

Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.

Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.

Lath Yarn, 24¾c.

Cotton Rope—3-16 in., 83c; ¼ in. and up, 82c.

SANDPAPER

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90
B. & A.—		
00, 0	$0 41	$7 10
½	0 43	7 55
1	0 48	8 55
1½	0 52	9 95
2	0 58	11 50
2½	0 75	13 25
3	0 85	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 62½% flat head, 65%; oval head, 62½%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 25%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	17 75
Excelsior	.....
Cast	17 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SNATHS

No. 2 loop	13 25
Bush	15 00

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 50
14 gauge	9 50
16 gauge	9 60
18-20 gauge	9 80
22-24 gauge	9 85
26 gauge	9 90
28 gauge	10 00

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japenned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 48 to 49c.

SPIKES — BOAT

Pressed, ¼-in., $9.55; 5/16, $9.20; ⅜, $8.05; ½, $7.80.

STAPLES

Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $6.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow. ....

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	0 97½
Cotton, 4-ply, cones	0 97½
Cotton, 4-ply, balls	1 00

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 20-20 10% discount.

Colonial Imperial, Pearl, 12½% discount.

Premier, Canada, Diamond, plus 18%.

Whitewear, 30-7½%.

Japanned Ware, list, plus 37½%.

Japanned Ware, white, list, plus 47½%.

Japanned Sprinklers, list plus 37½%.

Stamped Ware, plain, 30-15% discount.

Stamped Ware, retinned, 20-20% discount.

Pieced Tinware, ordinary, list, plus 64%.

Pieced Tinware, copper bottoms, list plus 83½%.

Sheetiron Ware, list plus 46%.

Light Galvanized Pails, plus 52½%.

Tubs—

Light, plus 52½%.

Heavy, 41½%.

Pails and Tubs, plus 41%.

Jap. Coal Hods, list plus 62%.

Galvanized Coal Hods, list plus 77%

WASHERS—

Size	Case lots	Less
3-16 in.	$17 80	$18 30
¼ in.	15 65	16 15
5-16 in.	14 70	15 15
⅜ in.	13 60	14 10
7-16 in.	12 75	13 25
½ in.	12 25	12 75
9-16 in.	12 15	12 65
⅝ in.	12 05	12 55
¾ in.	11 90	12 40
⅞ in.	11 80	12 30
1 in.	11 80	12 30
1⅛ in.	11 80	12 30
1¼ in.	12 05	12 55
1⅜ in.	12 05	12 55
1 7-16 in.	12 05	12 55
1½ in.	12 05	12 55

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WIRE — BARB

Lyman, 4-point, $6.00 Winnipeg. Glidden Cattle, 2-pt., $5.80 Winnipeg; Baker, 2-pt., $5.70 Winnipeg. plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.50; No. 12, $6.65; coil spring, plain, Winnipeg, No. 9, $6.55; No. 12, $6.70.

Patented screen in 100-ft. rolls $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop $7.50 Winnipeg, $7.00 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.75; No. 10, $6.81; No. 12, $7.35; No. 14, $7.55; No. 15, $7.70; No. 16, $7.85 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	....
12 inch	.....
15 inch	.....
18 inch	....

WRENCHES — PIPE

Stillson—	
6 inch	$1 40
8 inch	1 55
10 inch	1 75
14 inch	2 45
18 inch	3 50
24 inch	5 05
36 inch	9 45
Trimo—	
10-inch	$1 81
14-inch	2 50
18-inch	3 63
24-inch	5 25

Always Ready	Black (Dozen)	N. P (Dozen)
No. 1	$8 70	$9 50
No. 2	12 00	12 90

When writing to Advertisers kindly mention this paper

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

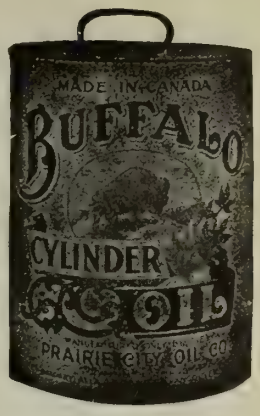
Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

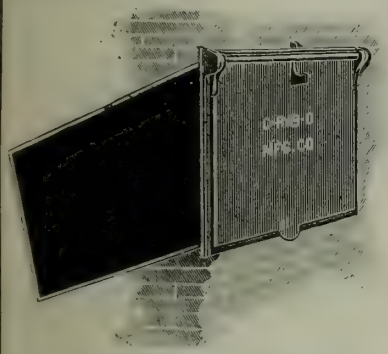
Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.



PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG



O-RIB-O

Square Coal Chute

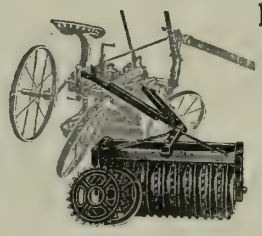
See how neat the Square Coal Shute is in appearance. The door is made with a flange which fits over the rim of the frame making it both wind and waterproof. This illustration serves to show our Nos. 4 and 5 models.

O-RIB-O Manufacturing Co.

Winnipeg, Manitoba

Plow Attached Packers and Harrows

WE MAKE THE BEST LARGE PACKERS SOLD



MULCHER

LEADERS IN OUR LINES

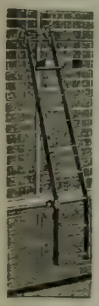
Write for Price List and Catalog

PLOW HARROW

Surface and subsoil also supplied when called for.

CHRISTIANSEN IMPLEMENTS LTD., WINNIPEG

MILBRADT LADDERS



are made in many styles and to fit all kinds of Shelving.

Write to J. H. Ashdown Hardware Co., Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.

153 E. 13th Street

ST. PAUL, MINN., U.S.A.

Make Your Own Sodering Liquid

Send for a 1 lb. bottle of ALLEN NON-ACID SODERING SALTS—and made your own sodering liquid as you need it, by adding water. A little makes a lot. Best sodering flux you ever used.

BISSETT & WEBB

126 Lombard Street Winnipeg, Canada

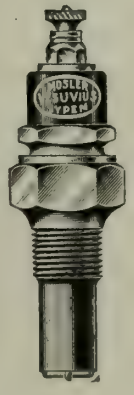
"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited

Winnipeg, Man.

MEHASCO



MOSLER MICA TRACTOR PLUGS

We carry a full line of the above to fit all engines and a large number of the automobiles. The American Government chose this plug to send the NC4 to Europe. The ones carried in stock are: Ford Special Half Inch Mica; 7/8" Special Buick Small Hex; the 1/2" Long; the 1/2" Extra Long; 7/8" Regular; the 7/8" Long; the 7/8" Extra Long; 3/4" Standard; 3/4" Extra Long or Titan Special.

In addition to the Mica Plug, we have a full stock of Rex Porcelain Plugs that are of particularly high quality.

Merchants' Hardware Specialties, Limited

Calgary

Ask The Man Who Uses

our goods, why he always prefers

London Bar Iron

and he will tell you that
it is built with

QUALITY RIGHT THROUGH

FOR QUALITY

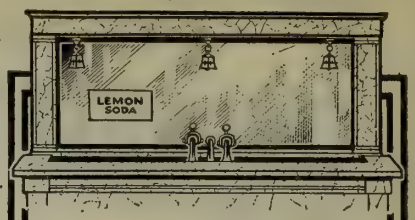
is the chief aim of each department through which it goes

Ask for it by name from the wholesaler

London Rolling Mills Co.

LIMITED

LONDON, CANADA



ARNETT
Soda Fountains

They're money-makers —the public want the service and they buy lots of other things where they buy their sodas.

We are the Fountain experts of Western Canada and supply all the big stores.

Ask us for literature.

Thomas Lewis Arnett

Souris - - Manitoba

ARNETTIZE YOUR STORE

CASE TIRE TOOL - EASY

Takes off—puts on Clincher Tires quickly New great invention. Also **Case Rim Tool** takes rims off tires. Malleable. Ask any dealer, or send $4.50 to

MOTOR NECESSITIES CO. OF CANADA
231 Somerset Bldg. Winnipeg, Canada

Do You Read All the News When You Buy a Paper?

If you just skim over it you miss important items about your business. We read every column of the Canadian newspapers as a business and select every item on which we have an order. In this way we gather important news for our many customers and give to them a service which cannot be duplicated in any other way.

We cover United States as well and any subject written upon by the newspapers can be watched for important items. We supply advertisers with ads; wholesalers with new stores and local demand; manufacturers take all local mention of their goods as well as articles on markets, imports, new products, etc. We can supply you with a prompt service which will keep you up to the minute at a moderate rate. Drop us a line.

Canadian Press Clipping Service

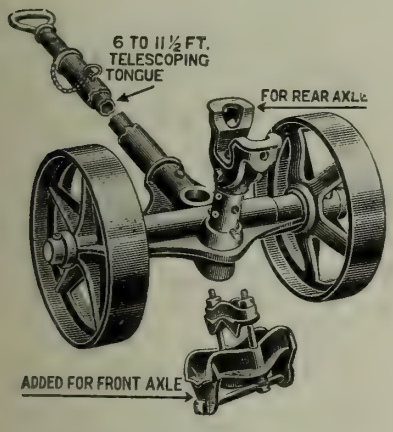
143-153 UNIVERSITY AVE., TORONTO

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND
ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Weaver Garage Equipment



Auto Ambulance

Telescoping Frame

The frame of the Weaver Auto Hoist is designed so as to permit the height of the arch to be increased approximately 12 inches. This increased height enables the Hoist to raise the rear end of a Limousine or a touring car with the top up.

Single Suspension

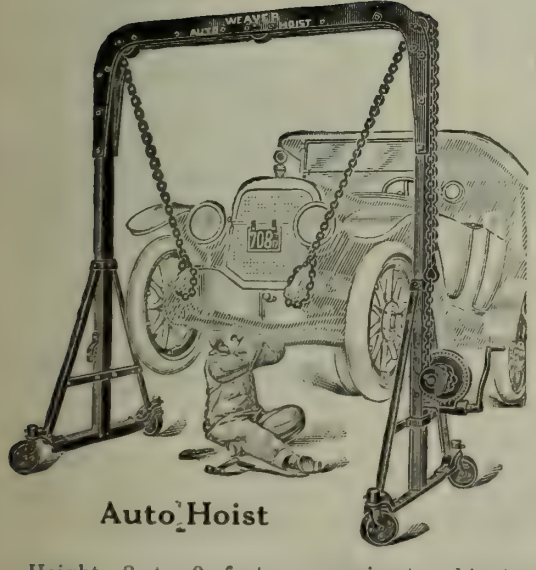
One chain of this Hoist may be carried over the pulley in the center of the frame for performing the work which can be handled to better advantage by a single suspension.

Safety

The hoisting mechanism is operated by worm drive, which is absolutely safe and positive. There are no gears nor ratchets to slip or break and allow the load to fall.

Construction

Weaver Auto Hoist is carried upon four ball and roller bearing casters five inches in diameter which permit it to be moved with perfect ease. The frame is of 5-inch channel steel.

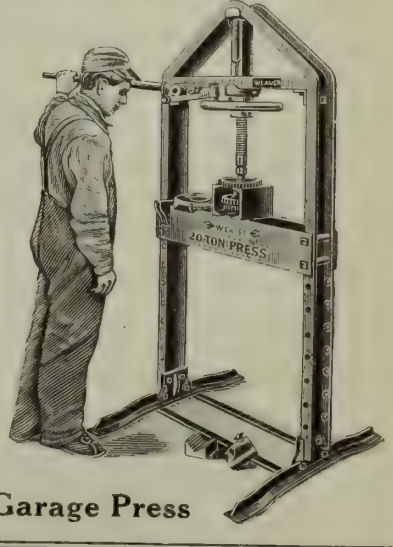


Auto Hoist

Height, 8 to 9 feet; approximate shipping weight, 575 lbs.

We Also Stock

Tire Spreaders,
Towing Poles
Auto Twin-Jacks
(Regular and Extra Heavy)
Puller Clamps
Body Extension and Valveless Bucket Pumps



Garage Press

The J. H. Ashdown Hardware Co., Limited
Winnipeg, Canada
Calgary **Saskatoon** **Edmonton**

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers, under facing the inside back cover, after having secured advertisers' names from this directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn, Utica, N.Y.

Arms, Small
The Fraser Co., Agents B.S.A., Montreal, Que.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
H W. Johns Manville Co., Toronto, Ont.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Auger Rings
The Crescent Co., Meriden, Conn.

Auto Accessories, Equipment and Supplies (Jobbers)
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Hurtubise, Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal Que.
Towe & Towe, London, Ont.
Samuel Trees & Co., Limited, Toronto.
Walker Vallance, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
The All-Way Mfg. Co., Toronto, Ont.
Auto Specialties Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Burrowes Mfg. Co., Toronto.
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
K-P Products Co., Inc, New York.
Mill. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
The Locktite Mfg. Co., Windsor, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
A. Schrader Sons, Inc., Toronto.
The Standex Corporation, Chicago, Ill.
The Star Specialty Mfg. Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Automobile Hoods (Ford)
Burrowes Mfg. Co., Toronto.

Automobile Parts
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Parts, Ford, Overland, Buick
Burgess-Norton Mfg. Co., Geneva, Ill.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Automobile Specialties
Northern Electric Co., Ltd., Montreal.
Evans & Co., Ltd., Montreal, Que.
Wood Vallance Ltd., Winnipeg, Man.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Tallman Brass & Metal Co., Hamilton.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Beekeepers' Supplies
The Canadian Bee Supply & Honey Co., Ltd., Toronto.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Belting, Cotton
Campbell Agencies, Toronto.
Dominion Belting Co., Hamilton, Ont.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Northern Bolt, Screw & Wire Co., Owen Sound
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg, Man.

Bolts, Boiler Patch
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Coupling
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Steel Co. of Canada, Ltd., Hamilton, Ont
Williams & Co., J. H. Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Bolts, Stay
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
The Renaud Motor Supply Co., Ltd., Montreal Que.

"61" Dealers Get the Big Ones!

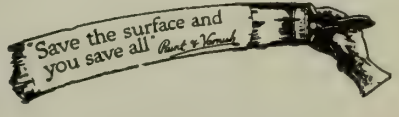
WHOPPERS! — and they *don't* get away! On the contrary, sales come thick and fast. There's no nerve-racking, profit-sacrificing angling for business with "61" Floor Varnish. It is simply a case of selling a quality product to meet a demand created and sustained by high-grade national advertising.

This advertising — begun twelve years ago — has built up a reputation for "61" as *the dependable* heelproof, marproof, waterproof floor varnish.

People have been finishing their floors with "61" for over thirty years. They know how it will "stand up." These lustrous, semi-transparent colors stain and varnish in one operation. They are smooth, clean and clear, and stand out in a class by themselves! "61" Floor Varnish *moves fast* because it is *known* as *the* all 'round, high-grade household varnish.

Effective dealer helps tie up live dealers' stores to the national advertising and assure steady sales and satisfactory profits.

Write today for the details of the very attractive Dealer Proposition.



PRATT & LAMBERT-INC.
VARNISH MAKERS 71 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONT.
FACTORIES
BRIDGEBURG, ONTARIO
NEW YORK BUFFALO CHICAGO

"61" FLOOR VARNISH
for Floors, Furniture and all Woodwork
Made in Natural Wood Stain Colors

THE BUYERS' GUIDE

Brass Goods
The Penberthy Injector Co., Ltd., Windsor, Ont
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Stratford Brass Co., Ltd., Stratford, Ont.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blacksmith Supplies
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughn & Bushnell, Chicago, Ill.

Brake Lining for Ford Cars
Adamson Mfg Co., Hamilton, nt.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Boot Blacking
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Box Strapping
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltr., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd. Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H. Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans, Milk
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Paint
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Carbon Reducers
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
Evans & Co., Ltd., Montreal, Que.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castings, Gray-iron
Canadian Stoves, Limited, Grimsby, Ont.
Que.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cement
The Barrett Co., Ltd.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
The Barrett Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.
The Barrett Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Williams & Co., J. H. Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Closets, Sanitary, Chemical
The Wakyte Mfg. Co., Winnipeg

Closet Seats
Can Foundries & Forgings, Ltd., Brockville, Ont

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man
Landers Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

"Hillcrest"
WHITE
A Superior

Porcelain
ENAMEL
Product

"Save the surface and you save all" *Paint & Varnish*

"Hillcrest"

Porcelain White Enamel

A new product that has the good fortune to spring from superior stock, taking its place immediately as a peer among the Sanderson Pearcy Products that have made good for forty years! The same excellent reputation, prestige and experience is behind this dependable newcomer.

"Hillcrest" Porcelain White Enamel fills the long-felt want for a white enamel paint that **is** white and treats the consumer **"white"** by **staying white.** "Hillcrest" Porcelain White Enamel does all that and dries hard with a beautiful, permanent finish.

Let our salesman show you why it pays to stock the Sanderson Pearcy line.

Sanderson Pearcy & Co.
Limited

272 Van Horne St. (Corner Dufferin St.) West Toronto, Ontario

THE BUYERS' GUIDE

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A. R. Whittall Can Co., Ltd., Montreal.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cookers, Feed
Anthes Foundry Co, Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N. Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crucibles
Canadian Asbestos Co, Montreal, Que.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Burgess-Norton Mfg Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd, Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Cutters
Butterfield & Co., Inc., Rock Island, Que
Trimont Mfg. Co. Roxbury (Boston, Mass.)

Cutter, Adjustable
The Liquidless Doorcheck Co., Chicago, Ill.

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Desks, School
Canada Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
The Rapid Tool & Machine Co., Ltd., Montreal.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines,
The Liquidless Doorcheck Co., Chicago, Ill.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Dressings
Army & Navy Mfg. Products Regd., The, Montreal

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Canadian Westinghouse Co., Ltd. Hamilton.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielman Agencies, Ltd., Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Munderloh & Co., Ltd., Montreal, Que.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
E. T. Wright & Co., Hamilton, Ont.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Engine Studs
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co, Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Williams & Wilson, Ltd., Montreal, Que.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

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The Dennis Wire & Iron Works Co., Ltd., London.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton-Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canada Dry Cells, Ltd., Winnipeg.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Wood Vallance Ltd., Winnipeg, Man.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Ford Car Specialties
Benjamin Electric Co., Toronto.
The Star Specialty Mfg. Co., Chicago, Ill.
Northern Electric Co., Ltd., Montreal.

Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Stoves, Limited, Grimsby, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Army & Navy Mfg. Products Regd., The, Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Limited, London, Ont., Towe & Towe exclusive selling agents.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Army & Navy Mfg. Products Regd., The, Montreal
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gauges
Browne & Sharp Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Williams & Co., J. H., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
Stewart & Wood, Ltd., Toronto.
B. & S. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
G. F. Stevens & Co., Ltd., Winnipeg.
Wood Vallance Ltd., Winnipeg, Man.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass Benders
Toronto Plate Glass Importing Co., Tornoto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Anton Mickelson Co. Ltd., Winnipeg, Man.

Graphites
Canada Asbestos Co., Montreal, Que.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.
Beatty Bros., Ltd., Fergus, Ont.
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinders, Bench, Tool and Sickle
The Star Specialty Mfg. Co., Chicago, Ill.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guards, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Browne & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Browne & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y
Goodell-Pratt Co., Greenfield, Mass.
Victor Saw Works, Ltd., Hamilton, Ont.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
National Mfg. Co., Sterling, Ill.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

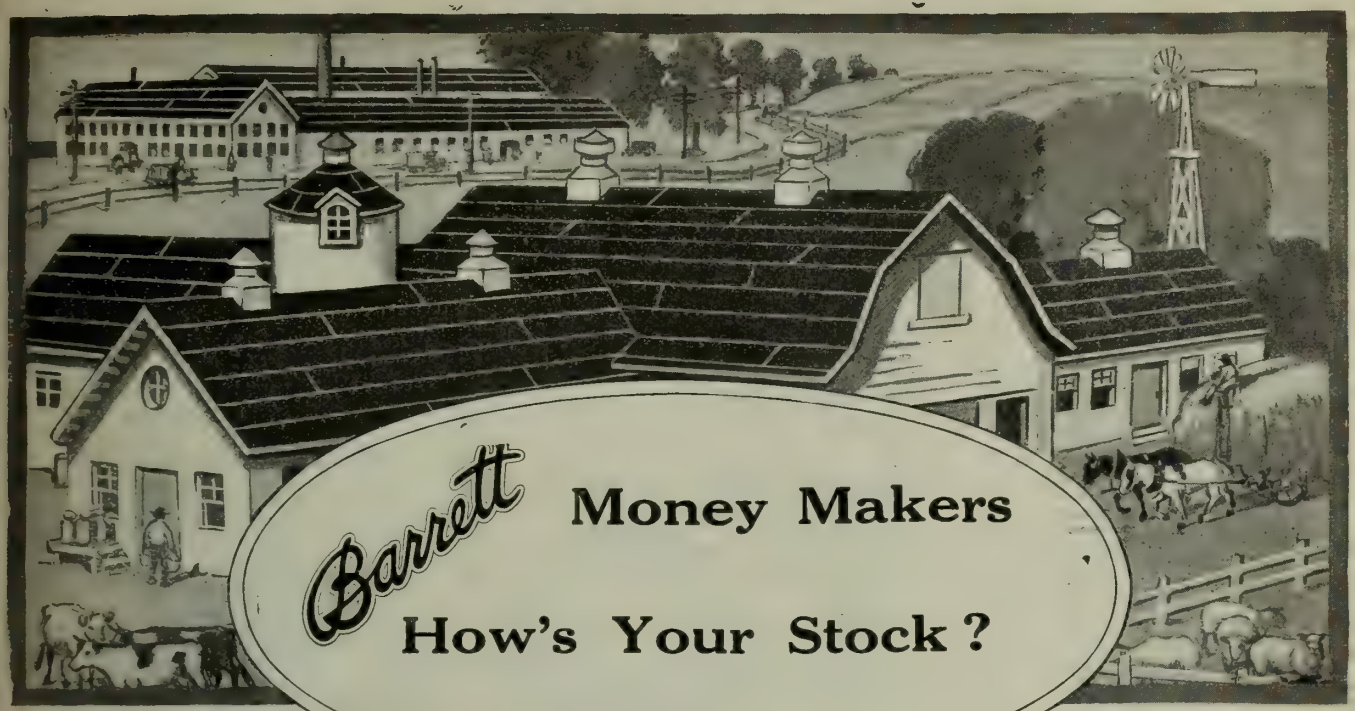
Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.



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Every building owner, every manufacturer, every farmer in your community is a live prospect for every one of these well known Barrett Products. They are business-builders because they are satisfaction-producers. That's why they bear the Barrett name! Don't overlook the opportunity they provide to increase your sales, your profits and the good will of your customers.

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The standard ready roll-roofing of Canada. Made of high-grade water-proofing materials. Used on thousands of farm and factory buildings throughout the Dominion. Is low in price — easy to lay — wonderfully durable. You couldn't carry a better brand.

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Nothing can compare with it for saving and restoring old felt and "rubber" roofs. Comes ready for use. Spreads easily, dries quickly. Forms a smooth, waterproof, weatherproof surface that stops the small leaks, strengthens the weak spots and adds years of service to the roof.

Packages of all sizes, from 1-pint cans to 40-gallon barrels.

ELASTIGUM PLASTIC PATCHING CEMENT

The waterproof cement that *sticks* and *stays*—regardless of weather or temperature. Just the thing for patching holes in roofs, lining gutters and flashings, and stopping leaks in wood, metal or masonry. Known as "The Plastic Cement of a Thousand Uses."

Put up ready for use in 1-lb. tins (cases of 24); 5-lb. cans (cases of 12); 25-lb. and 100-lb. packages, ½-barrels (about 300 lbs.) and barrels.

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The most popular and most effective protective paint on the market. Impervious to moisture, alkalies and acids. Will not peel, scale or crack. Prevents rust and corrosion on machinery, farm implements, smoke stacks and all metal surfaces subjected to severe exposure.

Put up in 1-gallon lithographed cans (cases of 12); 5 and 10-gal. cans, ½-barrels (about 20 gallons) and barrels.

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THE BUYERS' GUIDE

Hand Taps
Wells Bros. of Canada, Galt.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Hawks
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can
Can. Foundries & Forgings, Ltd., Brockville, Ont

Hockey Sticks
J. H. Still Mfg. Co., St Thomas

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
The Penberthy Injector Co., Ltd., Windsor, Ont

Injectors, Auto-Positive
The Penberthy Injector Co. Ltd., Windsor, Ont

Insecticides
The John Cowan Co., Montreal, Que.
The Graselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass

Iron, Merchants Bar
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont

Iron, Horse Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mills, London, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Nova Scotia Steel Co., New Glasgow, N.S

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary
National Stamping & Electric Works, Chicago

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont

Japans
Boston Varnish Co., Everett Station, Boston, Mass

Kalsomine Cleaner
Satinette Products Mfg., Co., The, Toronto.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng
Jonathan Crookes & Son, Ltd., Sheffield, Eng
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Wisbuach & Hilger, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Supply Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Van Cleef Bros., Chicago, Ill.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Portable, Electric
McDonald & Willson, Ltd., Toronto.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Lathes
Williams & Wilson, Ltd., Montreal, Que.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Leather Dressings
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto

Leather
Pierce Ltd., Winnipeg, Man.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
J. Sand & Sons, Detroit, Mich.

Levels, Masons'
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

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Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
White & Colquhoun, Glasgow, Scotland.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Magnesia Pipe Coverings
The Canadian Asbestos Co., Montreal, Que.

Manufacturers' Agents
C. C. Craig Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamplough & Co., Montreal.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Marine Hardware
Scythes & Co., Ltd. Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Campbell, Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.
Vol-Peek Mfg. Co., Montreal.

Micrometers
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mills, End
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Milling Cutters
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.
Ontario Plate Glass, Ltd., Hamilton, Ont.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont
Duskil Mop Company of Canada, Limited, London, Ont., Towe & Towe exclusive selling agents.

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Cold Pressed
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Nuts of every Variety of Finish
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Detroit Vapor Stove Co., Detroit, Mich.
National Enameling & Stamping Co., Chicago, Ill

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Montreal.
The Glidden Co, Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd,, Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd,, Hull, Que.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Packings
The Canadian Asbestos Co., Montreal, Que.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 120 North State St., Chicago, Illinois.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.
The Barrett Co., Ltd.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Colts Patent Fire Arms, Hartford, Conn
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utilca, N.Y.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pins, Taper
John Morrow Screw & Nut Co., Ltd., Ingersoll.

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Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Rapid Tool & Machine Co., Ltd., Lachine, Que.
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conducter
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conducter
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton Ont.
The Hamilton Motor Works Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches. Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.
"X" Laboratories, New York.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Sales Co., Toronto.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Reamers
Butterfield & Co., Rock Island, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Barrett Co., Ltd.
Bishopric Wall Board Co., Ltd., Ottawa, Ont.
Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Browne & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Saws, Back
E. C. Atkins & Co., Hamilton, Ont.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.

Saws, Butchers', and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Victor Saw Works, Hamilton, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.

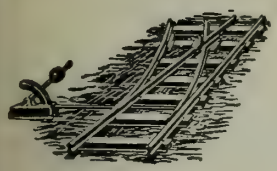
Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Lyman Tube & Supply Co., Montreal.
The Millers Falls Co., Millers Falls, Mass.

G R

MINISTRY OF MUNITIONS



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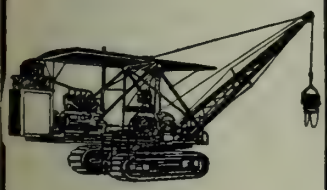


Ferrous and Non-Ferrous Metals

Plant and Machinery

Steam Engines and Boilers

Factory Stores

Machine Tools

Railway Material

Contractors' Stores

Electrical Instruments and Machinery

Medical Stores

Chemical and Explosives

Motor Vehicles

Agricultural Machinery

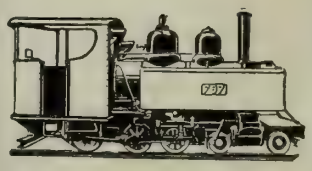
Aircraft

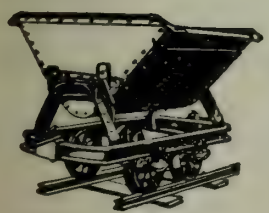
Furniture

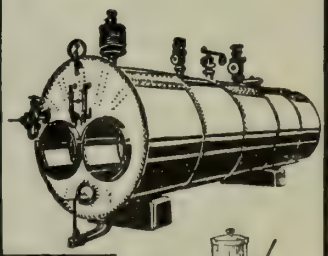
Textiles and Clothing

Boots and Leather Equipment

Motor Boats, etc., etc.

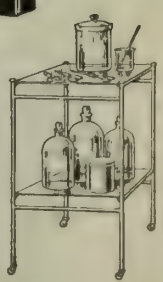






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Whitehall Place, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



THE BUYERS' GUIDE

Hack Saw Machines
E. C. Atkins & Co., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Set and Cap
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Thumb
John Morrow Screw & Nut Co., Ltd., Ingersoll.
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skrene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Seeds
J. A. Simmers, Ltd., Toronto

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shellac
Stewart & Wood, Ltd., Toronto.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shovels, Snow
Coleman Fare Box Co., Toronto.

Show Cases
Cameron & Co, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works
Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Can. Flexible Skate Co., Ltd., Toronto, Ont.

Sledges, Blacksmith, Coal, Stone
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinner)
Wiesbusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder, Silver
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co. of Canada, Ltd Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
The Royal Canadian Specialties, Hamilton
The Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.
Wood, Vallance, Ltd., Winnipeg, Man.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.

Stampings
Coleman Fare Box Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Ingots, Open Hearth
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Store Fixtures
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Winnipeg.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canada Foundries & Forgings, Brockville.
Canadian Stoves, Limited, Grimsby, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Lloyd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
The McClary Mfg. Co., London, Ont.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Merchants Hardware Specialties, Ltd., Calgary.

Stucco Board
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Sulphate of Ammonia
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

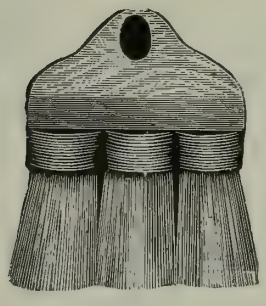
Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

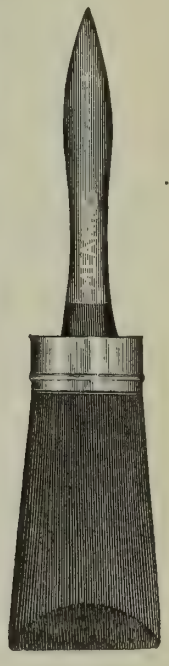
Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

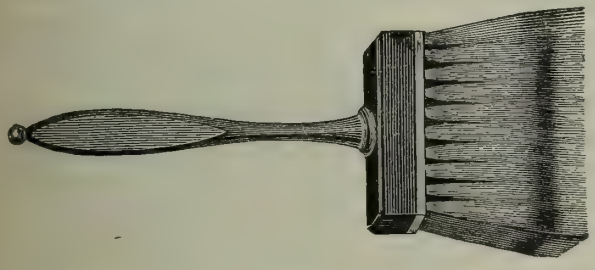
Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

MEAKINS BRUSHES







Make Steady Sales

Because the consumer has learned to associate Meakins Brushes with satisfaction. He knows that the bristles will **stay in.** (Every Meakins Brush is Rubberset). He will have no good work spoiled with bristles adhering to the surface. Altogether they give perfect satisfaction to the customer, good profit to the dealer and assure repeat orders.

Write for complete catalog.

Meakins & Sons, Limited, Hamilton, Ont.

Warehouses:

Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.

THE BUYERS' GUIDE

Tacks, Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Ctorage
S. F. Bowser Company Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Tapes, Measuring
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterbore, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.
The Marquette Mfg. Co., St. Paul, Minn.

Tires and Tubes, Automobile and Motor Tr
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toron
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The Oak Tire & Rubber Co., Ltd., Toronto.
The F. E. Partridge Rubber Co., Ltd., Guelph

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Toboggans
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
J. J. Turner & Sons, Ltd., Peterborough, Ont
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Jones & Shipman, Leicester, Eng.
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Browne & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
James H. Cummings, Chicago, Ill.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H W. Johns Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
H Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tub Stands, Folding
Otterville Mfg Co., Otterville, Ont.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Flexible
E. G. Gooderham, Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tubing, Steel,
Standard Tube & Fence Co., Woodstock.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd. Niagara Falls, N.Y.
The Eureka Vacuum Cleaner Co., Kitchener, Ont.
The Hurley Machine Co., Ltd., Toronto.
McDonald & Willson, Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd, Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
Wilkinson & Kompass, Hamilton,

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H. Brooklyn, N.Y.

Vulcanizers
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
Maxwells Ltd., St. Marys, Ont.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
Nineteen Hundred Washer Co., Toronto, Ont.
Schultz Bros., Brantford, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Wax, Floor
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Frost King Weather Strip Co., Montreal, Que.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheelbarrows
Meaford Steel Products, Meaford, Ont
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

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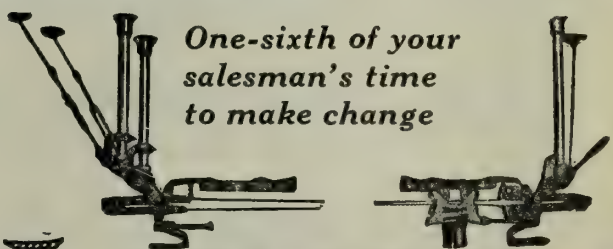

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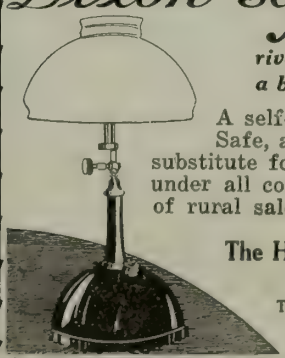

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THE BUYERS' GUIDE

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Rice Lewis & Sons, Ltd., Toronto.
White's Ltd., Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Regina Plate Glass Co., Regina, Sask.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S
The Graham Nail Works, Toronto.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London Ont.
C. H. Johnson & Sons, Montreal, Que.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Wire Window Guards
C. H. Johnson & Sons, Montreal, Que.

Wooden Specialties
Schultz Bros., Brantford, Ont.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware and Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
E. Edelmann & Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starret Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.

Wringers, Hand and Power
Spielman Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
Vancouver, B.C.
The Great West Smelting & Refining Co.
The Hoyt Metal Co., Toronto.

Zinc, Sheet
R. & S. H. Thompson & Co., Ltd., Montreal.

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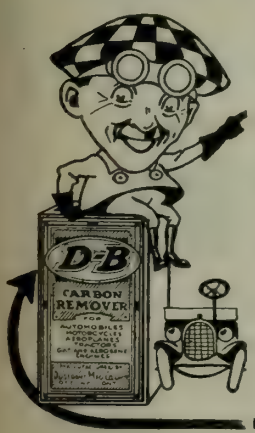

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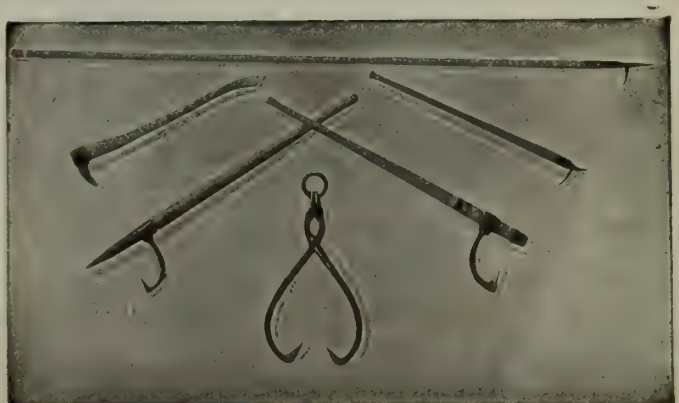

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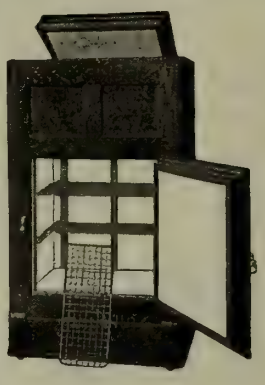

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WE SHIP PROMPTLY

HADFIELD & CO.

WYMING WORKS, HOWARD STREET
SHEFFIELD, ENGLAND

If you require the BEST

Stainless Table Cutlery

ORDINARY TABLE CUTLERY
PEN AND POCKET KNIVES
RAZORS AND SCISSORS

Also our latest special line :

British Combs for British Homes

ALUMINIUM, NICKEL, SILVER AND PIN WIRE TOOTH

Agents Wanted

A Winning Combination

A "Lance" Stock and Display Cabinet

and its Contents

The Cabinet displays the goods most attractively. Its highly polished mahogany finish, gold lettering and gilt label channels make it a beautiful addition to the fixtures of any store.

Its Operation.—Your customer selects the parts desired from illustrations on bins (seen through the glass) when cabinet is closed. Your salesman then opens back of cabinet so that all the bins lie horizontally before him like a printer's type case. Then by means of labels on bins and numbers and descriptions on containers, **which are all visible,** the salesman easily selects the desired part.

The next step is to simply raise the tray, thus restoring the cabinet to the display position, at the same time locking it.

Its Flexibility.—It is often desired to replace some numbers with new items or to transpose the positions of those already in the bins. With the Lance Cabinet this is easily accomplished. You have only to pull out the channel slide on which labels are placed, remove label not wanted, insert new one and replace slide.

Get this Cabinet Free

Lance Cabinets are not sold. They are given absolutely free with a stock order. All goods are sold with an absolute guarantee.

TO FIT ATWATER-KENT

AA1001

AA1002

TO FIT CONNECTICUT

CC1001

CC1102

TO FIT DELCO

DD1201

TO FIT REMY

RR1301

RR1302

TO FIT REMY

RR1304

Its Contents. — All Lance parts are packed in neat containers (one set to the container.) The contact parts are in rustproof envelopes and brushes in strong cartons. Each container has picture, number and description of contents.

Write our nearest House for prices, etc.

Northern Electric Company

LIMITED

Montreal Quebec Toronto Winnipeg Calgary Vancouver

Halifax Ottawa London Regina Edmonton

GUTTA PERCHA TIRES

Dealers!

Keep a Complete Stock

Motorists are demanding "Gutta Percha" Tires. Don't miss sales. Check over your tire stock and send along an order that will give you a full assortment of sizes. Don't put it off. Some buyer will find you short if you do.

We can make immediate shipment.

"The Tires that give Satisfaction"

Gutta Percha & Rubber Ltd.

Head Office and Factory: Toronto

Branches in all the Leading Cities of Dominion

A Selling Point That Sells

Kopper King Spark Plugs are anti-fouling and rust-proof. This is a selling feature that really appeals to the car owner. A Kopper King Plug will not rust into the cylinder head.

This enables you to sell your customers a Spark Plug that ensures freedom from trouble.

The Kopper King is a Sales-builder—once a car owner buys his first one, he will, in future, enthusiastically specify Kopper King Spark Plugs throughout.

Rust-proof

A heavy coating of copper protects the body of the plug. This prevents carbon deposits; carbon under electrical heat will not adhere to copper.

KOPPER KING

Kopper King Spark Plugs ensure you a better margin of profit than any competing plug. They meet every requirement. Once sold, they stay sold.

"Tested For Service"

Canadian General Electric Company, Ltd.

Head Office - TORONTO

Branch Offices: Montreal, Sherbrooke, Quebec, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

From A to Z

VERY little verbal argument is necessary to effect a sale in the case of

"SPHINX"

England's Most Durable Plug

interest is at once created in the attractive green metal box with the ingenious sealing band permitting the lid to be opened and the identification card to be perused. The sterling merits of the plug enclosed are vouched for by the Guarantee, unequivocal and without time limit, printed plainly on the box.

It is easy to sell Sphinx Plugs—and profitable. I shall be pleased to quote and to send you literature on request.

Factory Representatives:
Associated British Industries (of Canada) Limited
Head Office:
149 Victoria St., Toronto
Phone: Main 1239

Manufacturers:
Sphinx Mfg. Co.
Birmingham, England

'SPHINX'
England's Most Durable Plug

Your Tire Valve Inside May Become Damaged!

Generally it will be because you have run your tires with the valve-cap off, thereby allowing some foreign substance to enter the valve-stem. When this happens you should have with you a box of SCHRADER UNIVERSAL VALVE INSIDES. They come packed five in a dust-proof tin box, each inside is separated from the others to insure it reaching the user in perfect condition.

A. SCHRADER'S SON, Inc.
334 King St. E., Toronto, Canada.
London, Eng. New York Chicago

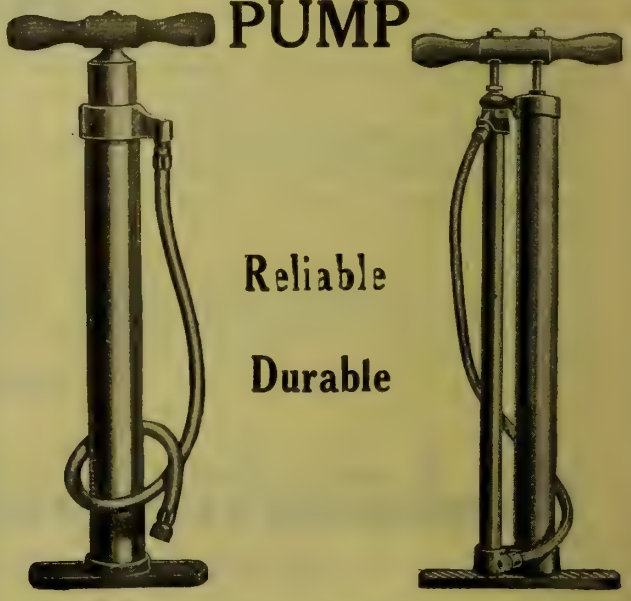
TRADE MARK REG'D CANADA

"SCHRADER UNIVERSAL" VALVE INSIDES

Insist on Getting a

TALLMAN TIRE PUMP

No. 1 No. 2



Reliable

Durable

Tallman Brass & Metal Limited
HAMILTON, ONT.

A New Canadian Stamping Plant

KALES STAMPINGS

Pressed metals parts, light and medium weight stampings, card holders, washer, shims, clips, retainers, spacers, cover plates, shells, motor, axle, transmission and clutch stampings — we are at your service with quality and prompt deliveries on any of this work. Send for folder listing 1,000 different sizes of washers—also send us your blue prints and samples for estimates.

To insure convenience and prompt service to our Canadian customers, we have established a factory at Walkerville, Ontario.

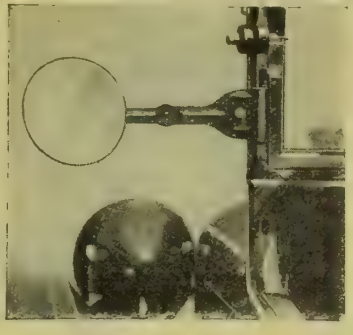
The new plant is now ready to do business. It is strictly an independent factory, capable of taking care of any light and medium weight stamping needs you have—and capable, too, of producing the same quality of work which has maintained the reputation of Kales Stampings for 15 years.

KALES STAMPING CO., Limited
63 WALKER ROAD WALKERVILLE, ONT.

Hindview

AUTO MIRRORS

Mirrors are required by law in Ontario. "Hindview" is a mirror that has been making good for hundreds of dealers and jobbers in Canada and the United States. Strictly a quality mirror—made for open and closed cars and trucks. Write for descriptive literature.



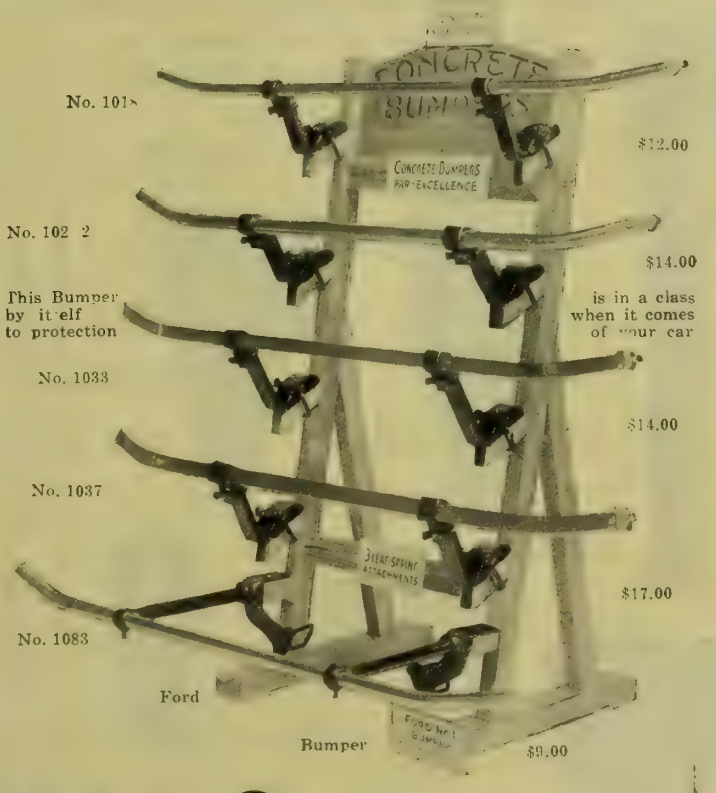
Prospects!

330,649 Motor Car Owners in Canada in 1919

330,649 in 1919, and this summer the motoring season will find the number greatly increased. Wise motorists will equip their cars with Concrete Bumpers. Our Concrete Bumpers are made in all sizes and prices.

A special feature for sales-making is our celebrated Concrete-filled Rod Bumper with 3-leaf V. Bolt attachments.

In all of our bumpers distinguishing features are Quality, Durability and Appearance. Features that make sales and retain customers.



Concrete Bumper Company

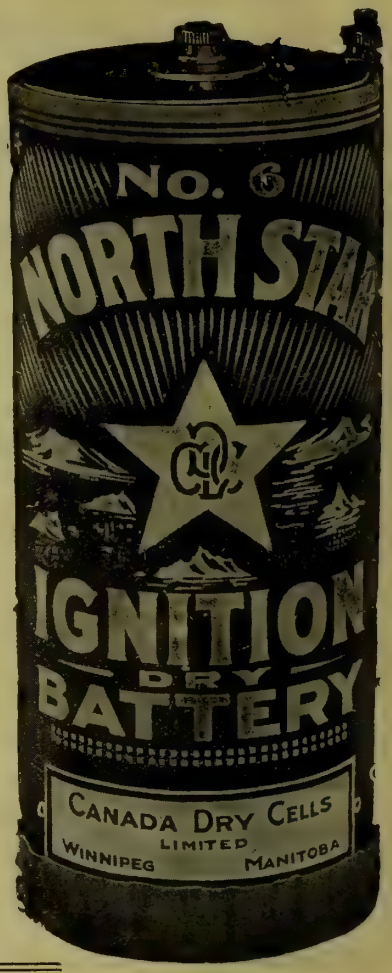
Windsor Ontario Canada

East or West the North Star is the biggest battery value.

More Value To User and Dealer

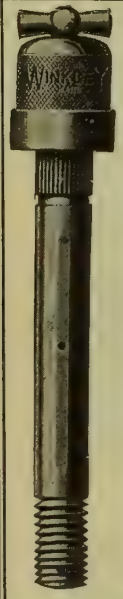
North Star service reflects itself in actual sales. The dealer who handles the North Star is always assured of the customer's satisfaction. In addition to the satisfaction of honest service, he reaps a worth while reward in greater profits.

Let the North Star be your guide to bigger battery business.



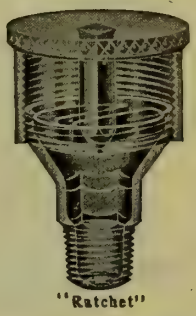
Canada Dry Cells Limited

WINNIPEG, MANITOBA



Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins

"Oil Cup"


"Ratchet"

"D"

"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

Apollo

—the PLUGS to sell!

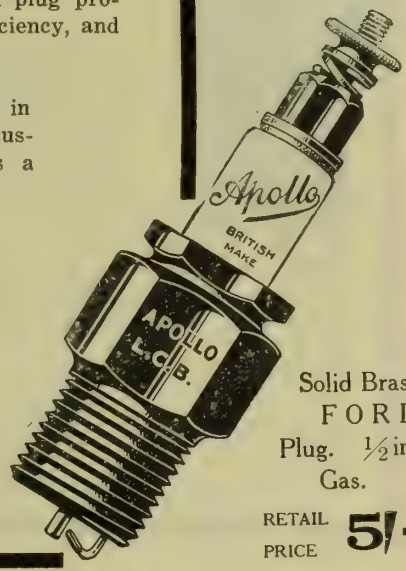
BECAUSE — they represent the highest standard of BRITISH plug production, are carefully tested to ensure the highest degree of efficiency, and are guaranteed to give complete satisfaction.

ALSO — there are models to suit every type of engine in the APOLLO range — there's no need to sell your customer an unsuitable plug — and every plug carries a GOOD PROFIT for you.

Decide to concentrate on APOLLO PLUGS and you will do good business. We can give prompt deliveries of all models — write us for full particulars and supply of Showcards, Posters and Advertising Literature, NOW.

Super-Mica Plug—for Hot Engines

RETAIL PRICE **6/-**



Solid Brass FORD Plug. ½ in. Gas.

RETAIL PRICE **5/-**

APOLLO PLUG MFG. Co. Ltd.
Moseley Street, Birmingham, Eng.
'Grams : "Apollo Birmingham." Phone : Midland 278
Codes : A.B.C. 4th Western Union

International Service

Automotive Accessories

Tools and Hardware — **Garage Equipment**
Bicycles and Tires — **Cycle Supplies**

Our Suggestion—Increase your profits by combined buying

Everything for Motor Cars and Trucks.

Quick complete shipments to Jobbers or Dealers.

Avoid expense and delay by combining orders to us for all your requirements.

To attempt purchasing these lines from different factories is an expense in time and money.

We feature duplicate parts for popular cars such as Ford and Chevrolet.

Depend on us for shop equipment of power and hand tools.

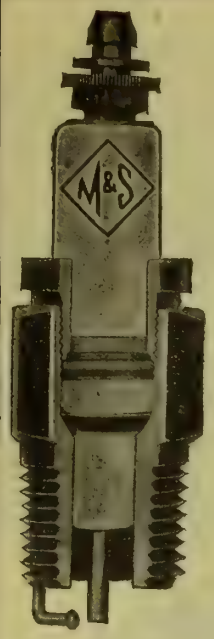
Established in 1896, the B-R Co. service is based on 24 years experience.

Write for Prices, Terms and Catalog—Special Proposition to Jobbers.

The Beckley-Ralston Co.

Chicago, U.S.A.

Branches:—New York, San Francisco, Detroit. Pittsburgh and Kansas City
Cable Address: "Beckley." Codes: A.B.C. 5th Edition and Western Union



The Plug with the Hotter Spark

M&S

The ball point of the "M&S" spark plug concentrates the current and intensifies the heat. This gives a sure, hot spark—producing better combustion and greater power.

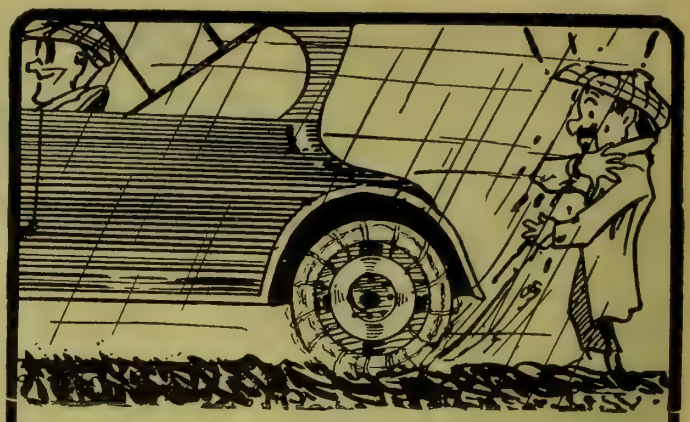
The "M&S" plug is made in all styles to suit every make of car—it is standard equipment on the popular new Overland "4."

The "M&S" plug is made in Canada and guaranteed to give complete satisfaction.

Dealers:—Ask your jobber for the "M&S" plug.

No.	Models
500	½" Standard
501	⅞" Standard
502	⅞" Long
503	⅞" Long with Chevrolet Terminal
506	½" Long
504	Regular Porcelain
505	Chevrolet Porcelain

MACHINE & STAMPING CO., Ltd.
1209 King St. West
Toronto, Ont.
Commercial Dept.
Russell Motor Car Co., Ltd.
25



This Weather Won't Last

You will need goods soon and need them in a hurry

In 6 Hours

from receipt of your order the goods are on the way to you.

Have you received our New 1920 Catalog?

WILSON AUTO SPECIALTIES CO.
HAMILTON, ONTARIO

K.P. Universal Rim Tool

The Easiest Way to Remove Tires from Split Rims

Fits all types of cross-cut demountable rims in use to-day.

Collapses a rim no matter how badly a tire may be stuck to it.

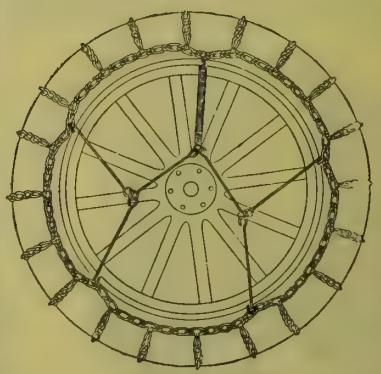
Forces the rim back on the tire again with the utmost ease even in the case of new tires which are under-sized.

Locks rim collapsed while tire is being removed or replaced.

Price $6.00

The K.P. PRODUCTS COMPANY, Inc.
250 West 54th Street, NEW YORK, N. Y.
Sold by

Northern Electric Company
LIMITED
Montreal Quebec Toronto Winnipeg Calgary Vancouver Halifax Ottawa London Regina Edmonton



Keep your chains from running too loose with

Merchant's Anti-Skid Chain Tightener

$1.00 PER PAIR

Catching the chain at five points gives even tension all around. You can not lose chains and yet the chains are allowed to creep around wheels. Simple, light, neat, compact, durable — easily carried and easily applied. Can be used on any tire. If your dealer can't supply you, write us direct.

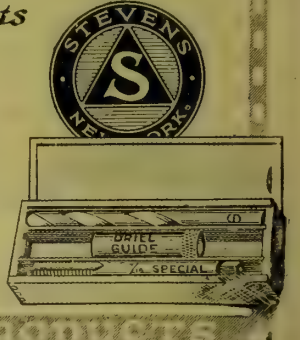
Patent Pending.
M. H. MERCHANT CO., 236 Emma Street, Syracuse, N. Y.

Removing Broken Ford Cylinder Bolts

A popular seller with all Ford owners. This set removes broken cylinder head bolts quickly—a frequent job on a Ford. Not necessary to take off cylinder head, for special guide holds drill accurately to line. Set consists of drill, guide and tap.

Send for Catalog 86-M.C.

Stevens & Company
375 Broadway, New York City



NORTHLAND SKI MANUFACTURING CO.
SKI, TOBOGGANS, SNOW SHOES and ACCESSORIES
Best Sellers Liberal Profits None Better Made
Order now for next season.

Write for catalog and Price List.
NORTHLAND SKI MANUFACTURING CO., St. Paul, Minn.
Largest Manufacturers of Ski in the World.

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND MEAAL are big buyers because they buy for business as well as for private consumption.

HARDWARE AND METAL'S electro catalog shows upwards of 400 hardware electros. These are supplied, mounted on wood blocks, at 25c each. Write for free booklet showing assortment.

HARDWARE AND METAL
Electro Service Dept.
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Wire Rope and Fittings

FOR ALL PURPOSES
Have you a copy of our Catalogue?
We fabricate Iron Work for Builders. Send us your specifications.
CANADA WIRE & IRON GOODS CO.
HAMILTON

Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. *Immediate Shipment*

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GARDEN CULTIVATORS

are growing in demand every day. Over a Million are now in use. Sell one to a customer and you get his next door neighbor. Every Farmer and Gardener is a prospect. The Norcross comes in (3) sizes, 5-Prong, 3-Prong and Midget, suited to both men and women. A Norcross bears a Distinctiveness of Quality—Class and Finish that quickly appeals to buyers. Well made—Durable—Handsome in appearance, they sell readily at a good profit and you can confidently recommend them. Ask your jobber for Norcross Goods.

C. S. NORCROSS & SONS

Sole Mfrs. BUSH ELL, ILL.

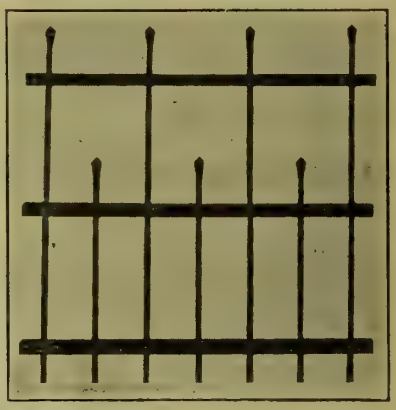
Cow and Calf Weaner

Impresses Every Stock Owner

KANT-SUK

A humane and efficient device. The hinge construction permits grazing—cow and calf together—yet prevents sucking. Easily applied. Sells the year round.

Imperial Bit & Snap Company, Racine, Wis.



IRON FENCING,

of various designs,

WIRE WORK

of all kinds.

C. H. JOHNSON & SONS, Limited

Wire Works, St. Henry

MONTREAL

"61" FLOOR VARNISH

—the varnish which withstands the abuse usually given polished floors during spring cleaning and moving.

We carry a complete stock of the eight colors, in all sizes of cans and offer prompt shipment.

Our travellers cover Western Ontario and Niagara Peninsula. *Let us serve you.*

KENT-GARVIN CO., LTD.

HAMILTON, ONTARIO

NOTICE TO THE TRADE

FOR 6 MOS.

MAY JUNE JULY
AUG. SEPT. OCT.

You can make quick sales and big profits selling the

"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by

NATIONAL STAMPING & ELECTRIC WORK

CHICAGO, U.S.A.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

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H.R.S & Co.

Regd. Trade-Mark

Henry Rogers, Sons & Co., Ltd.

Estab'd. 113 Years

SHEFFIELD AND WOLVERHAMPTON ENGLAND

Harry F. Moulden & Son, Winnipeg

OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 WELLINGTON ST. W., TORONTO

No. 221 Kerosene Fire Pot
List Price, Each $33.60
Ask for Discount.

The No. 221 Kerosene Fire Pot

is designed and made to withstand hard usage. The tank is made of heavy gauge, seamless drawn steel, fitted with Patented Cushion Protection Band, preventing injury to the base of the tank, and Tinned inside and out (Rust Proof). The burner is made of special generator metal, producing an intensely hot blue flame. The No. 221 is sure to please. Include it in your order. Jobbers supply at factory price. Send for catalogue.

Clayton & Lambert Mfg. Co.
Detroit, Mich., U.S.A.

Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO. LIMITED
TORONTO CANADA

CRANE VALVES

CRANE
LIMITED
HEAD OFFICE & WORKS
1280 ST. PATRICK ST
MONTREAL
BRANCHES: Vancouver, Calgary, Winnipeg, Toronto.

Made in Scotland.

Used the world over.

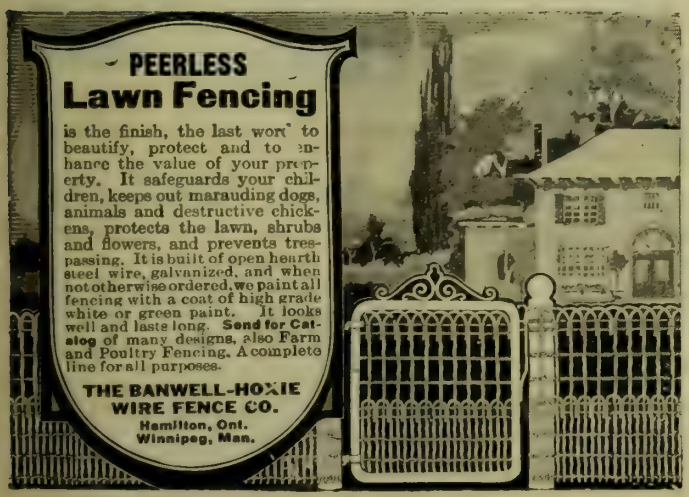
ESTD. 1855

MORRISCA BRAND
Silkworm Gut Products and General
FISHING TACKLE
Write for Export Terms to—
MORRIS CARSWELL & CO., LTD.
118, HOWARD STREET, GLASGOW, SCOTLAND.
And at MURCIA, SPAIN

DESOLVO
For Spring Business

Desolvo will bring you new customers. The housewife will need this handy sewer and drain pipe cleaner, makes housework a pleasure.

THE CHAMBERLAIN DESOLVO COMPANY
110 Church Street, Toronto
Eastern Canada Representatives:
RICHARDSON & BUREAU
55 St. Francis Xavier St.
Montreal, Quebec
Ontario Representative:
L. F. MAYNE,
99 Quebec St., Toronto



PEERLESS
Lawn Fencing

is the finish, the last word to beautify, protect and to enhance the value of your property. It safeguards your children, keeps out marauding dogs, animals and destructive chickens, protects the lawn, shrubs and flowers, and prevents trespassing. It is built of open hearth steel wire, galvanized, and when not otherwise ordered, we paint all fencing with a coat of high grade white or green paint. It looks well and lasts long. **Send for Catalog** of many designs, also Farm and Poultry Fencing. A complete line for all purposes.

THE BANWELL-HOXIE WIRE FENCE CO.
Hamilton, Ont.
Winnipeg, Man.

Satisfying to Use or to Sell

Every sale of this B. & C. Improved Adjustable "S" Wrench makes a new friend and future customer for you. It satisfies the customer and brings him for other wrenches of this sales-making line. Easily adjustable by the thumb of the hand that holds it. Carefully hardened and tempered.

Guaranteed. B. & C. Quality sells it. Write for prices.

BEMIS & CALL HARDWARE & TOOL CO.
SPRINGFIELD, MASS., U.S.A.

ESTABLISHED 1849

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Offices Throughout the Civilized World
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St. John, N.B. — Winnipeg, Man.
Victoria, B.C. — Sydney, N.S.
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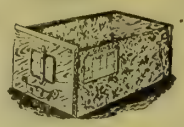
Reputation gained by long years of vigorous, conscientious and successful work.

C. A. B. Brown — General Manager Western Canada
TORONTO



Cameron Fixtures

Metal Drawers are used in all Cameron Cases. They're our specialty.

CAMERON & CO.
74 LOGAN AVE. TORONTO

OWL BABBITT METALS

A composition of pure virgin Metals with unusual wearing qualities. Always specify Owl Brand. Made in the West by

THE OWL METAL CO., LTD.
WINNIPEG, MAN.

Varnish Brushes a Specialty

Ask for our prices and list of goods available for spring business.

Our prices are right.

EXCELSIOR WIRE CO. LIMITED
22 VICTORIA SQUARE, MONTREAL

SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 218 State St., BOSTON

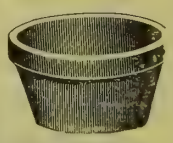
NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL



Foster Pottery Co.
HAMILTON - CANADA

Manufacturers of Flower Pots, Saucers, Fern Pans and Hanging Baskets. Ask for Catalog and Price List.

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.

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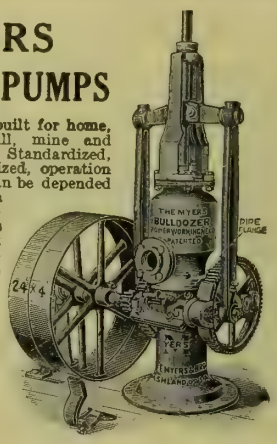
ASHLAND OHIO



WHEN WRITING ADVERTISERS, PEASE MENTION THIS PAPER

HARDWARE AND METAL

is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

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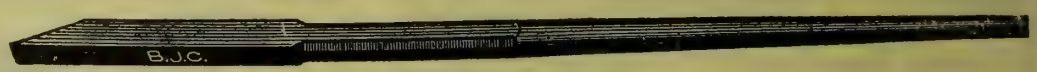

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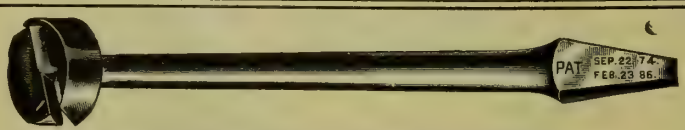

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bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

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Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

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Drop a card for prices and particulars.

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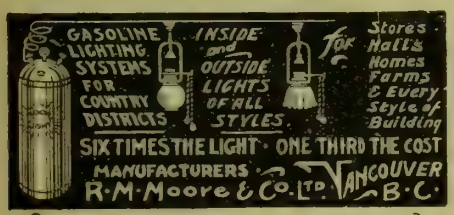

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WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word first insertion, 1 cent per word for subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

HARDWARE—I WANT A HARDWARE MAN to join me in taking over one of the best retail and jobbing businesses in one of the best cities west. Don't work for the other fellow, but get in for yourself. The opportunity is here. $10,000 necessary. Box 245, Hardware and Metal.

SALESMAN WANTED — OPENING FOR AGgressive, clean-cut salesman to join sales staff of a large Paint and Varnish Manufacturer; good opening for the right party. State experience and salary on application. Territory, Cape Breton and Newfoundland. Box 220, Hardware and Metal.

WANTED AT ONCE AN EXPERIENCED hardware clerk, state age, experience and salary expected. Married man preferred. Apply to Box 222, Hardware and Metal.

EXPERIENCED HARDWARE MAN WANTED to manage hardware department in general store in Southern Saskatchewan. Established business and good opportunity for right man. State age, experience; whether single or married and salary expected. Morrison-Blackwood Hardwood Limited, Moose Jaw.

WANTED — FIRST-CLASS TINSMITH, CAPable of taking charge of a shop and figuring on work. Married man preferred. Apply to the Fulton Hardware Co., Ltd., Sault Ste. Marie, Ont.

WANTED — GOOD ROAD SALESMAN FOR Wholesale Hardware; must be a live wire, have good personality and be of steady habits. This is an excellent proposition for the right man. Territory covered in Western Canada. Apply in own handwriting, stating experience, age, height, etc., to Box 370, Hardware and Metal.

WANTED—AT ONCE, EXPERIENCED HARDware clerk. State salary expected. References required. Box 131, Hardware and Metal.

WANTED — THOROUGHLY EXPERIENCED hardware pricer, capable of taking charge of Invoice and Order Department. Apply stating experience, references, and salary required to Box 250, Hardware and Metal.

AGENCIES WANTED

ENGLISH FIRM WITH AGENTS ALL OVER Britain desires representation or sole selling agency for good Canadian house. Any good line for Hardware, Ironmongery, Fancies, etc. Exceptional opportunity for distribution. Highest References. Box 87, MacLean, 88 Fleet St., London, E.C. 4.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, La Prairie (Montreal, Que.

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HARDWARE SALESMAN WISHES EMPLOYment in first-class hardware store in good country town. Have been in the business for many years, also have good clerical knowledge. Some time in the future if all is satisfactory could put cash in business. Some person who has made a success and wishes to get out will do well by replying to Box 205, Hardware and Metal.

FOR SALE

HARDWARE—STOCK $40,000, DOING $125,000 Yearly. Owner after many years of successful business must retire and will sell. Located in one of the best cities of Western Ontario. Great opportunity for jobbing trade. The future of this business can only be measured by the energy and attention given it. If interested let me give you particulars. J. P. Lawrason, 25 Toronto St., Toronto.

HARDWARE STOCK AT RIGHT PRICE—CAN rent building. Best spot in live town, doing cash business. Good reasons. Four thousand handles. Box 225, Hardware and Metal.

I HAVE ONE OF THE BEST BUSINESSES IN the Province of Saskatchewan. Population 600. Moderate opposition. During last 10 years have made $150,000. Now wish to move into Winnipeg. Our stock will run $70,000. This is fully $25,000 more than is necessary. We bought ahead to take advantage of markets. Turnover $135,000 per annum. Will expect $25,000 cash, balance easy terms. No use to communicate unless you have necessary cash. Will bear strictest investigation. Reply in confidence to Box 223, Hardware and Metal.

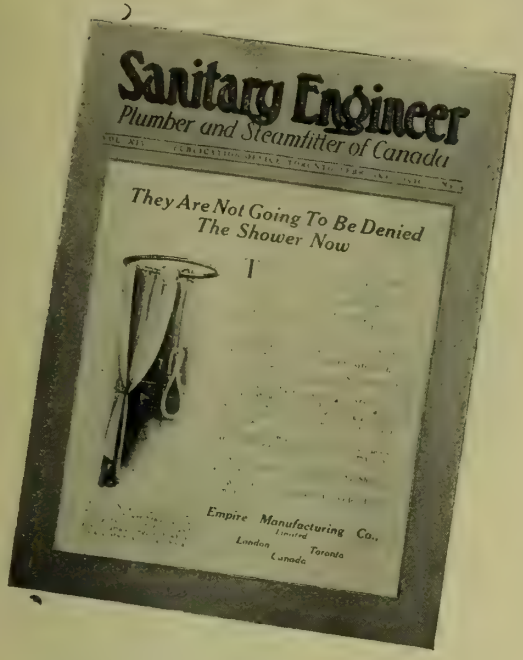
HARDWARE—FINE TOWN NEAR TORONTO. Stock $4,000. Doing high-class business in shelf and other profitable lines. Other interests force me to sell. If interested write first to Box 228, Hardware and Metal.

Hardware and Metal's unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

HARDWARE AND METAL is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Have You Received Hardware and Metal Stock Electro Catalog?

Do You Conduct A Plumbing And Heating Department?



The livest, up-to-date sanitary plumbing and heating engineers in Canada are subscribers to SANITARY ENGINEER, **Plumber and Steamfitter of Canada.** This live, breezy paper coming out twice monthly with a large volume of practical and interesting information for its readers is available at the cost of $1.00 per year, or less than 5c per issue. For the small sum of $1.00 you receive 26 issues filled with interesting editorial information and bright, newsy advertising pages giving news and information regarding new goods and the latest developments in plumbing and heating goods.

If you conduct a plumbing and heating department and you are not yet a subscriber to SANITARY ENGINEER, you are overlooking one of the best investments you could possibly make.

Read This Interesting List

Read the following, giving a brief summary of editorial information in the April 1 issue:

"PLUMBING REPAIRS WILL BE CASH." A story telling how 10 Brantford plumbing firms have placed their businesses on a cash basis.

"RIGHT ON THE JOB—GET BUSINESS." An illustrated story telling how Brousseau and Frere, Quebec, Que., have built up a big business on a small beginning. Their methods are described in this issue.

"SASKATCHEWAN CONVENTION REPORT." A detailed report of the convention of the Saskatchewan Society of Sanitary and Heating Engineers held at Saskatoon.

"CONTRACTS AND CREDITS." An address delivered by Neal Beaton, of Beaton & Brady, Saskatoon, before the Saskatchewan Convention.

"SEWAGE DISPOSAL FOR SMALL COMMUNITIES." Fourth article of a splendid series of articles by B. T. Ellis for which SANITARY ENGINEER has the exclusive publication rights for Canada.

"VENTILATION AND EXHAUST SYSTEMS." An address delivered by C. W. Keniston at a recent convention held in Milwaukee.

"TEST YOURSELF WITH THESE QUESTIONS." A test which you can apply to yourself. It consists of 65 questions and will enable you to check up the results of your personal effort and also of your business.

"RUMOR OF A TAX ON SALES IN CANADA." Details regarding the proposed turnover tax and how it will work out.

"MONTREAL CRAFT SEES ENCOURAGEMENT." A page of interesting information regarding the activities of the Montreal organization.

"THOUGHTS." By Napolean Hill—a page of inspirational reading matter.

"BUILDING ACTIVE DURING FEBRUARY." Complete Details regarding the building permits issued in Eastern and Western Canada cities.

"EDITORIAL." Success and Profiteering—Under Production and Over Production—Increasing Sales—Turnover Tax—Causes of Inflation—Are You Insured?

"NEWS FROM HERE AND THERE." A bright breezy page giving news gathered from various sources.

"MARKET CONDITIONS AND TENDENCIES." Two pages of bright accurate market information giving actual prices quoted on goods used by the plumbing and heating trade.

The above is a partial list of the editorial contents of the April 1 issue.

The April 15th issue contained, among other features, a complete report of the Ontario Society of Domestic Sanitary and Heating Engineers' Convention, held at Toronto.

Pin $1.00 to the coupon below, mail it to the address given below, and you will immediately start receiving twice monthly a paper that is easily worth more than the subscription for any one single issue. SANITARY ENGINEER is one of the sixteen papers published by the MacLean Publishing Company. It has been published twice monthly since 1907. Most good plumbing and heating engineers are now subscribers. If you are one of the few not subscribing, **ACT NOW.**

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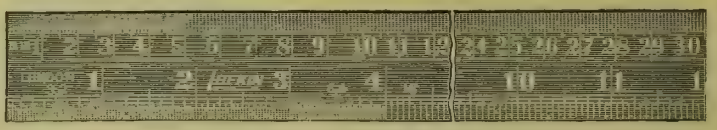

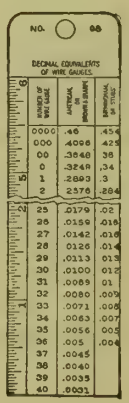

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FULL LINE

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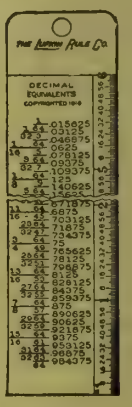

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

O.P.W.

Trade-Mark Registered

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is for permanent, O.P.W. perfectly pure paints and pigments of pleasing performance putting proper pride into professional painters and providing praise-worthy points pulling plentiful profits for paint-dealers.

"Save the surface and you save all" *Paint & Varnish*

"Paints and Varnishes for Every Purpose."

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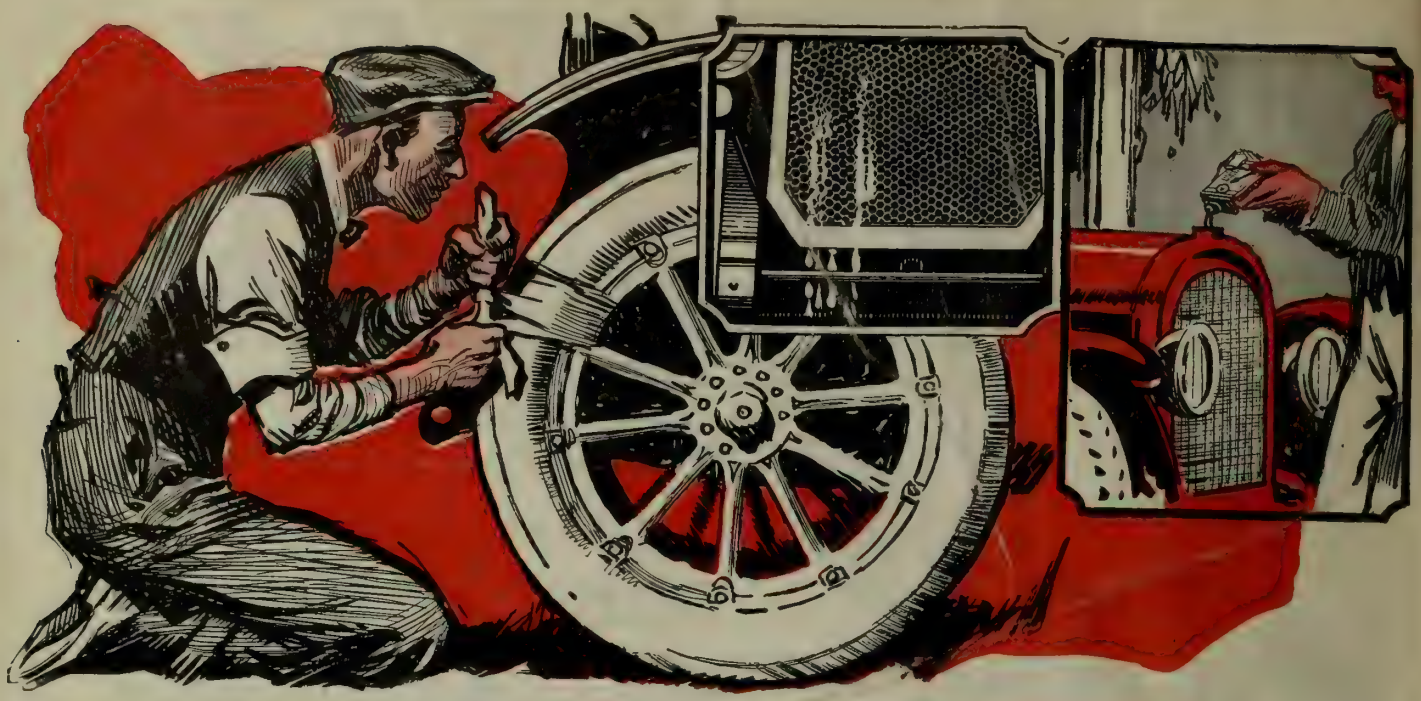


Would anyone try to repair a blow-out with a handkerchief—

SOME accessory dealers seem to think that a man parts with his common-sense when he buys a motor car!

How else could you account for the fact that these dealers offer a man flaxseed, cornmeal, glue and such canned "dopes" to repair leaks.

As if a leaky radiator didn't mean trouble enough—**without buying more!**

Unfortunately not every car owner yet knows what harm these "dopes" do in choking the water circulating system.

Wise car owners have learned that "X" is the only scientific Liquid process for making permanent repairs anywhere in the radiator, in the water jacket, pump, motor head, gaskets, etc.

They know that "X" Liquid circulates freely as part of the water—and in 10 minutes "X" makes a metallic-like repair that lasts as long as any soldering job. And "X" Liquid gets to places that solder can't reach.

One can of "X" Liquid has saved a car owner $150.00 in repair bills!

No More Rust or Scale—

A Cooler, Better Working Engine

If "X" Liquid is kept constantly in the water it will loosen all Rust and Scale now clinging to the metal walls. And so long as "X" is in the water no new Rust or Scale will appear.

This improves cooling, saves oil and helps the engine **perform better.**

Keep a can of "X" Liquid handy for emergencies. Keep it in the water and there will never be any cooling system leaks; or any rust and scale, either.

Not a Radiator Cement!

Don't confuse "X" Liquid with radiator cements or flaxseed meals in powder or semi-liquid form. These clog the cooling system and often damage it.

"X" is the only scientific process guaranteed to keep cooling systems LEAKPROOF — RUSTPROOF — SCALEPROOF — and troubleproof.

Used by the U. S. Government, Standard Oil, American Telephone & Telegraph Company, Etc.

STANDARD SIZE . $1.75

Will do a $25 repair job!

FORD SIZE . . . $1.00

Over 25,000 progressive dealers now sell "X" Liquid. Many of them sell "X" Liquid exclusively.

DEALERS! Once a car owner knows the facts about "X" Liquid — learns that in addition to repairing leaks scientifically, it eliminates Rust and Scale —he'll never use the halfway measures that simply plug leaks for a while and endanger the cooling system.

"X" Liquid sells easiest not only because it is the biggest advertised, but because it gives a motorist most for his money.

Over 3,000,000 cans of "X" Liquid have been sold. "X" is selling at the rate of over 1,000,000 cans a year! How much of the profits are you getting?

Stock the "X" Liquid Special assortment. It includes an EXTRA $1.75 can — FREE. Also display stand and selling literature. Ask your jobber — or write us direct — to-day.

"X" LABORATORIES

25 West 45th St. New York City

Pacific Coast Branch

450 Rialto Building San Francisco

"X" TRADE MARK **Liquid** makes all water cooling systems LEAKPROOF - RUSTPROOF - SCALEPROOF

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII. No. 19. THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA MAY 8, 1920

FILE COPY

Iron and Steel

Angles
Bars
Hoops
Plates
Sheets
Strips

Ingot Metals

Antimony
Aluminum
Copper
Lead
Tin
Zinc

"DOMINION"

A. C. Leslie & Co.
Limited

560 St. Paul St. West

Montreal

Toronto Winnipeg Vancouver

Established 1866

CANADA

Sheet Metals

Tin Plates
Canada Plates
Galvanized Sheets
Copper Sheets
Zinc Sheets
Tinned Sheets

Foundry Needs

Pig Iron
all grades
Ferro Manganese
Ferro Silicon
Fire Bricks
Fire Clay

The common-sense way of handling credit accounts

MERCHANTS in 182 different lines of business are using the N.C.R. Credit File.

These merchants have found that the file gives them the common-sense way of handling credit accounts.

It is a one-writing system. It eliminates book posting of accounts.

It keeps each day's credit business separate.

It prevents forgetting to charge goods sold on account.

It prevents neglecting to credit money paid on account.

It gives each charge customer a statement of account on every purchase.

It protects every credit record until it is paid in full.

It saves time, work, and worry. It stops leaks and saves profits.

Investigate this common-sense way of handling credit accounts

The National Cash Register Company of Canada, Limited

BRANCH OFFICES:

Calgary	714 Second Street W.
London	350 Dundas Street
Edmonton	5 McLeod Bldg.
Ottawa	306 Bank Street
Halifax	63 Granville Street
Quebec	133 St. Paul Street
Hamilton	14 Main Street E.
Regina	1820 Cornwall Street
Montreal	122 St. Catherine Street W.
Vancouver	524 Pender Street W.
Toronto	40 Adelaide Street
St. John	50 St. Germain Street
Saskatoon	265 Third Avenue S.
Winnipeg	213 McDermot Avenue

FACTORY: TORONTO, ONTARIO.

FILL OUT THIS COUPON AND MAIL TO-DAY

Dept. 25, The National Cash Register Company of Canada, Limited, 97 Pelham Ave., Toronto, Ontario:

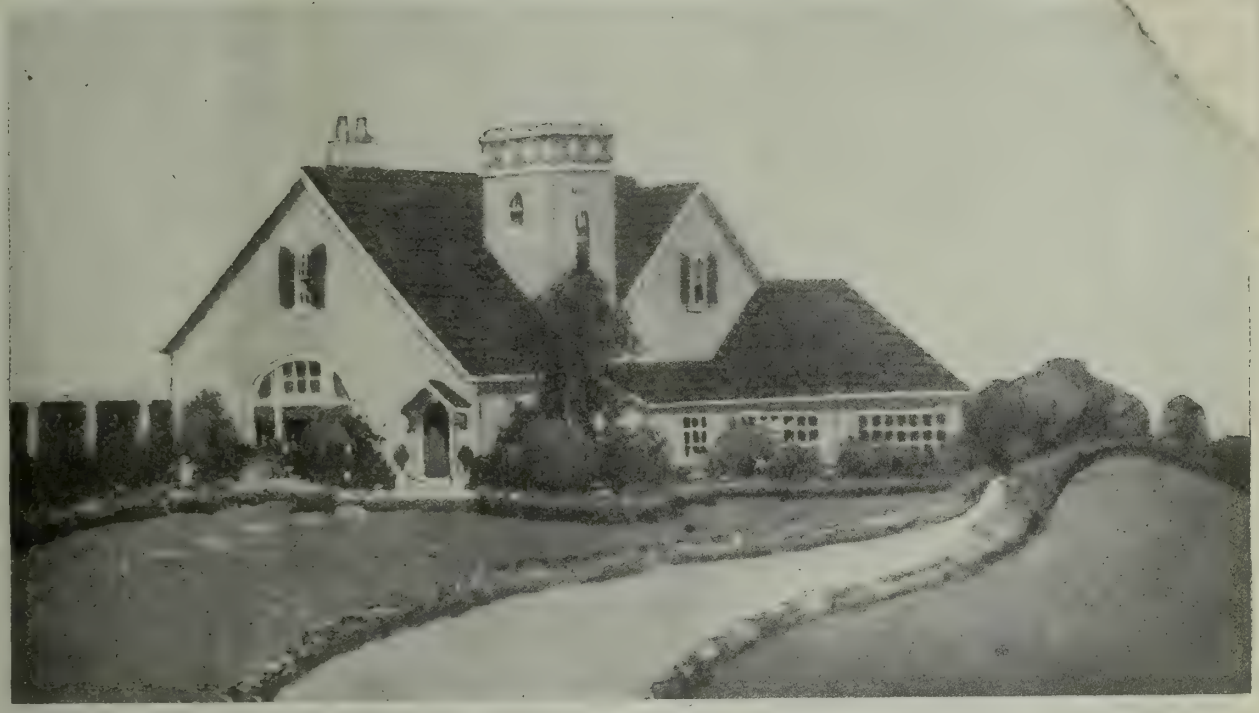
Please give me full particulars about the N. C. R. Credit File way of handling credit accounts.

Name .....

Business .....

Address .....

HARDWARE AND METAL, May 8, 1920. Volume XXXII., No. 19. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



SAMSON SHINGLES

The Ideal toward which home builders are striving to-day is BEAUTY.

"SAMSON" Shingles help to give that much-sought-after touch of DISTINCTION to a home, yet the cost is moderate.

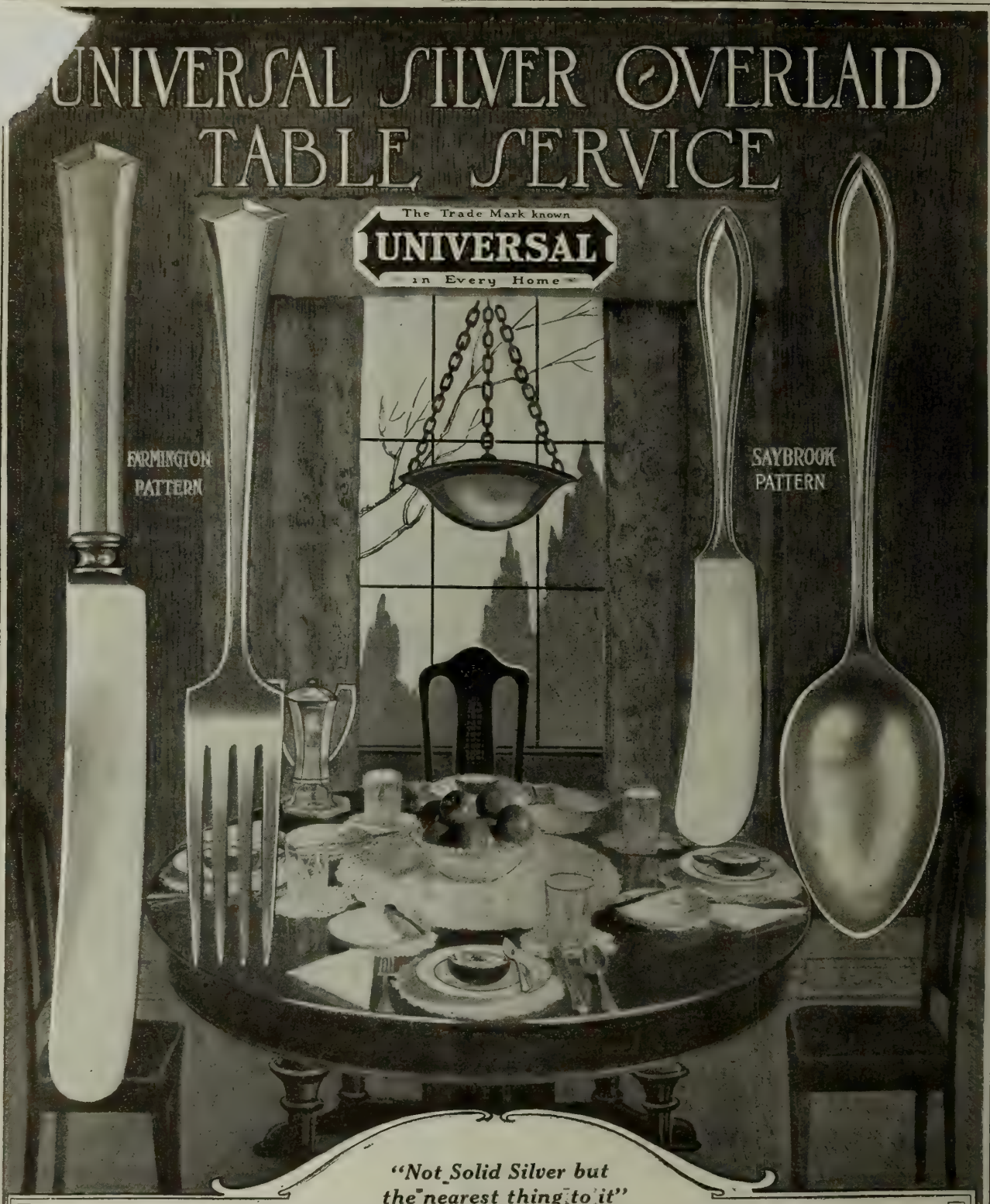
THE CRUSHED-SLATE SURFACE, in soft, natural shades of red or green, furnishes color and texture to the roof, and at the same time gives it durability.

Each shingle is made of the highest grade waterproofing materials, measuring 8 x 12¾ inches. Packed in bundles containing 106 shingles. Four bundles, or 424 shingles are sufficient to cover 100 square feet of roof surface, laid 4 inches to the weather. Weight per square, 225 pounds.

H. S. HOWLAND, SONS & CO., Limited
TORONTO

UNIVERSAL SILVER OVERLAID TABLE SERVICE

The Trade Mark known
UNIVERSAL
in Every Home



"Not Solid Silver but the nearest thing to it"

Guaranteed for Fifty Years of Satisfactory Service

Only Resistain Steel or Solid Silvadium blades, which will not stain, rust or turn black on the edges, are used on all Hollow Handle Cutlery pieces. An exclusive Universal product.

LANDERS, FRARY & CLARK *Master Cutlers and Silversmiths for over half a century* NEW BRITAIN, CONN.

Canadian Representative:

Montreal A. MACFARLANE & CO., LTD. Quebec

Hatch
Garage Door Outfits

To be reliable, serviceable and efficient, a set of garage hardware doesn't have to cost almost as much as the automobile. The Hatch Garage Door Outfit has all the qualities the heart could desire in a dependable outfit—yet it is low priced. Low priced, that is, for the high quality. Try it on your own garage; then you'll realize why the customers are delighted.

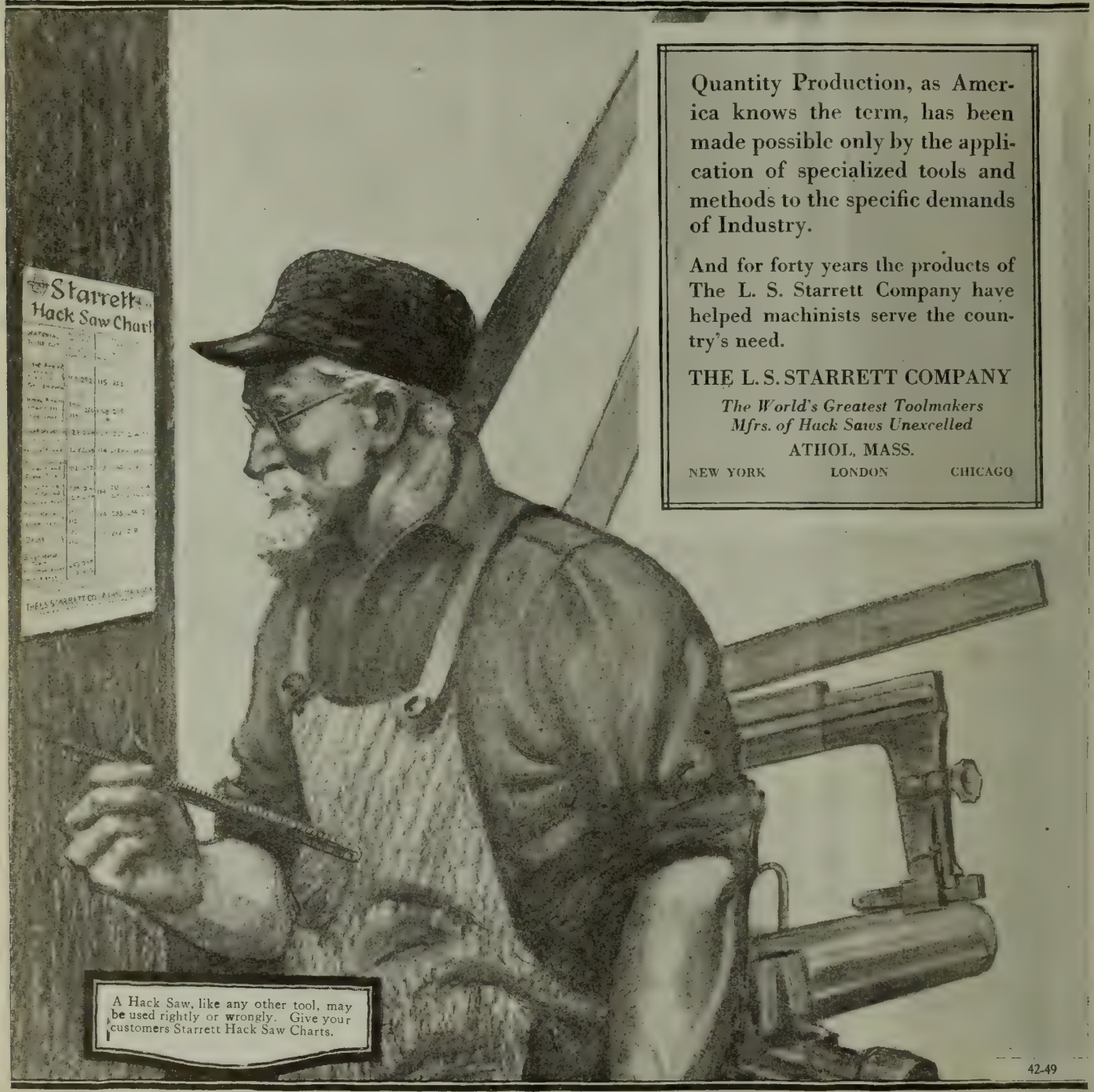
The Set Includes:

3 Special Swivel Door Rollers; 22 feet of Track; 3 Pairs Special Garage Door Hinges; 3 Stay Rollers (floor guides); 2 Extra Heavy Garage Door Handles; 1 Safety Hasp (for fastening doors outside); 1 Hook and Eye (for hooking back swinging section inside.

The track comes in separate bundles—two 8-foot and one 6-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box. Ask for prices and details.

Canada Steel Goods Company, Limited
Hamilton, Canada

Starrett Hack Saws



Quantity Production, as America knows the term, has been made possible only by the application of specialized tools and methods to the specific demands of Industry.

And for forty years the products of The L. S. Starrett Company have helped machinists serve the country's need.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Mfrs. of Hack Saws Unexcelled

ATHOL, MASS.

NEW YORK LONDON CHICAGO

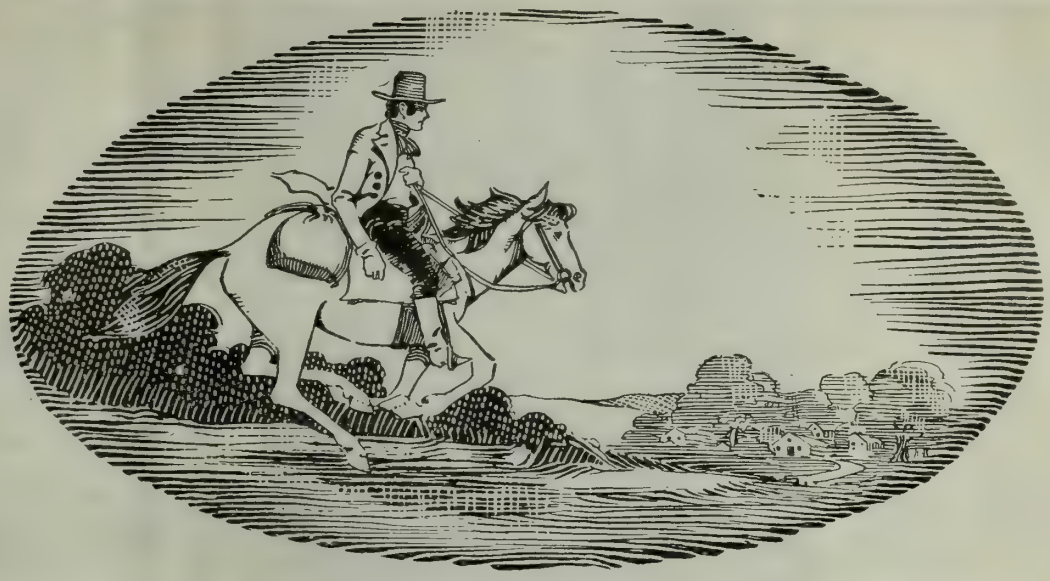
A Hack Saw, like any other tool, may be used rightly or wrongly. Give your customers Starrett Hack Saw Charts.

42-49

Starrett Tools

STARRETT HACK SAW CUT QUICKER LAST LONGER

STARRETT TOOLS



WHEN CHICAGO RECEIVED ONE MAIL A WEEK

IT is very difficult for the present-day visitor to Chicago to realize that within the lifetime of many of our citizens the second city in this hemisphere was but a cluster of buildings in the wilderness, receiving but one mail a week, brought by a post rider from distant settlements.

It was in 1834, ten years after the Plymouth Cordage Company began to send out to the world the rope which has played so important a part in the opening up of the great West, that Chicago was afforded the luxury of a weekly mail. From that time until now the increasing frequency and the increasing volume of the Chicago mails have been greatly aided by Plymouth Rope.

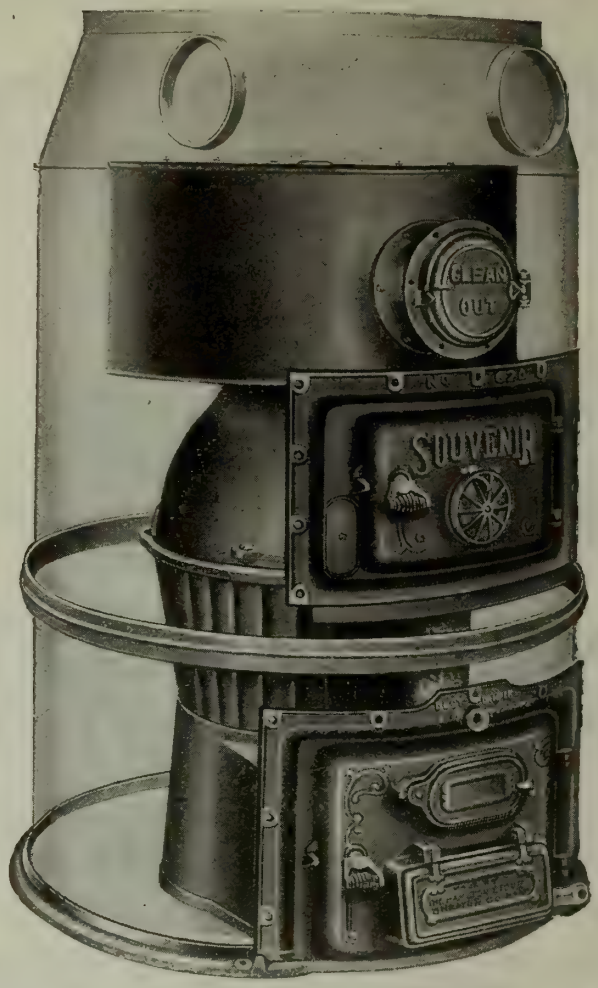
Plymouth played a large part in the construction and maintenance of the railway systems, and now that mail is being delivered by the air route, Plymouth is playing an even greater part in the construction and equipment of the mail ships of the air.

PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Canada

PLYMOUTH ROPE

No. 9

Quick Seller
Big Profit
Absolute Satisfaction



Particularly Suitable
for
Builders, Contractors
and
Housing Commissions.

SOUVENIR
WARM AIR FURNACE
Burns Coal or Wood

Now that the weather is favorable there is a large number of houses being built all over Canada to meet the crying demand for homes. It will pay you to get in touch with the Builders and Contractors in **your** town and show them this furnace. It is just what they are looking for owing to its small sizes and moderate price. If you require any further information, write us at once—

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives:
Mr. F. C. MOORE, 143 Higgins Ave., Winnipeg. Mr. W. G. CHESTER, Hamilton St., Vancouver.

Eastern Representatives:
Messrs. C. NICHOL and F. G. FRASER, 3552 Notre Dame St. E., Montreal

WILT

High Speed and Carbon Twist Drills Reamers and Milling Cutters

WILT Tools are made with every exacting test and help that modern science has made possible. From chemical research to the most modern shop methods and the most expert workmen, every means available is secured and used and brought to bear so that we may continue to maintain the excellent reputation already secured. Canadian-made goods in their entirety.

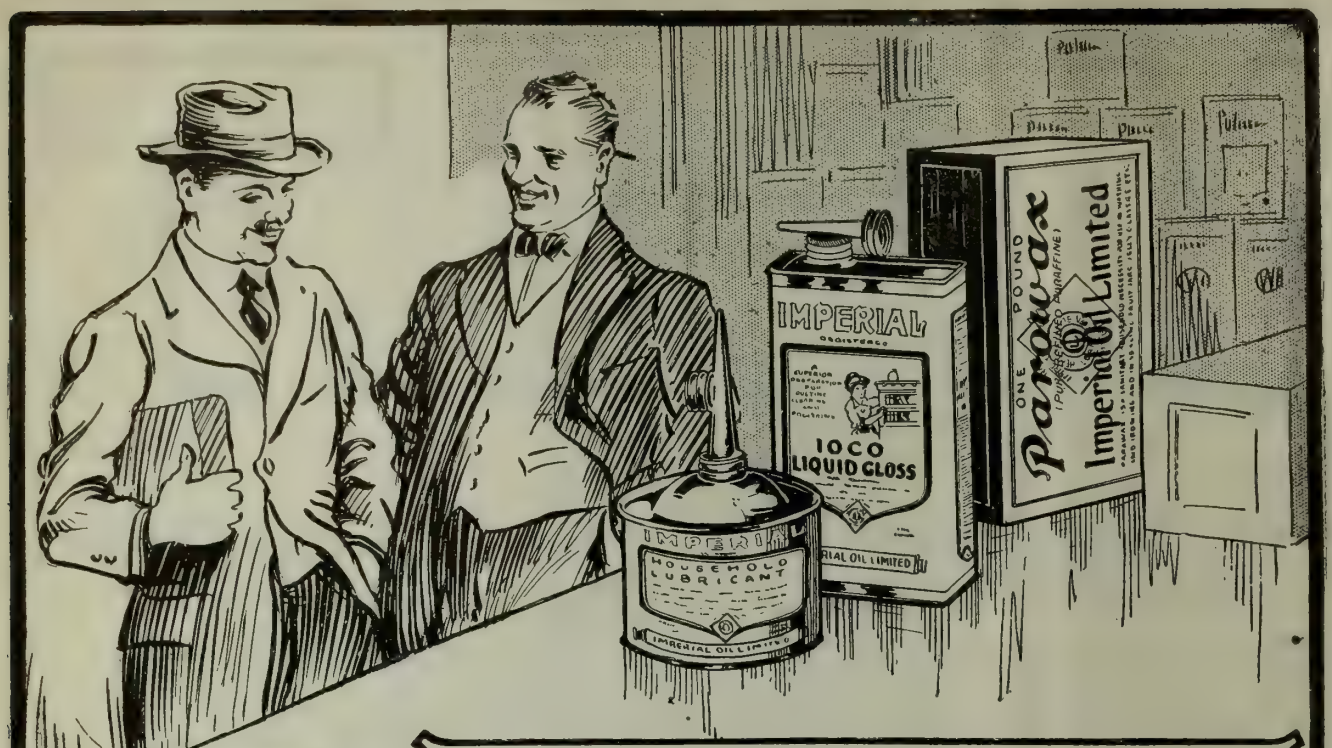
WILT for the best in cutting tools.

Mechanics welcome WILT for **efficiency.** Dealers have confidence in WILT products because of their power to create **good will and profits.**

Have you seen the Special FORD Reamers? Made especially for repair work on FORD cars.

"Where there's a WILT— There's the Way"

WILT TWIST DRILL COMPANY
OF CANADA, LIMITED
Walkerville **Ontario**



"The Goods Sell Well"

DEALERS in all parts of the country report that Imperial Parowax, Imperial Household Lubricant and Imperial Ioco Liquid Gloss "sell well" all the year round.

And no wonder: These household products are used in many ways around the house. The good housewife uses them regularly every week in her daily work.

Dealers who have handled them know that they are not seasonal but regular, year-round-in-demand, staple specialties.

Profit! Splendid on a regular turnover—more than on competing lines.

Is your stock of each sufficient?

IMPERIAL OIL LIMITED

Power · Heat · Light · Lubrication

Branches in all Cities

TAKE A TIP

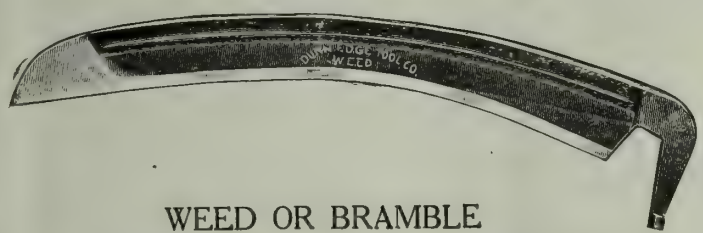
THERE IS GOING TO BE A GREAT DEMAND FOR SCYTHES THIS SEASON

Are you prepared to take care of your share of this business ?

DUNN EDGE SCYTHES

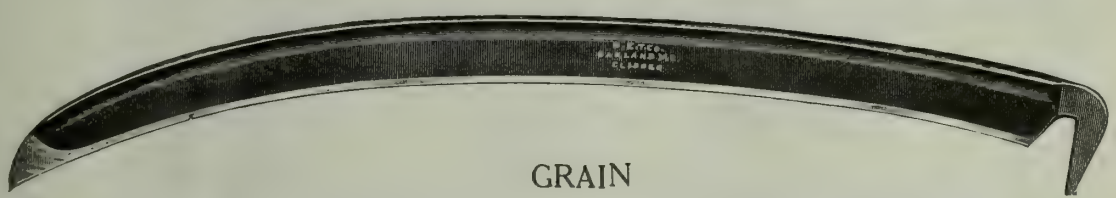
MEAN MORE ORDERS

BUSH



WEED OR BRAMBLE

GRASS



GRAIN

Dunn Edge Scythes have been on the market for nearly a century.

Unsurpassed for their Cutting Qualities.

Made of the best materials obtainable and unequalled for workmanship and finish. All standard patterns and lengths.

Send for a Catalog.

WIEBUSCH & HILGER, LTD.

106-110 Lafayette Street **NEW YORK CITY, N.Y.**

CANADIAN SELLING AGENT :

Jas. Gerard Kerr - 411 St. Nicholas Bldg., Montreal

Clinton Pattern

For the Birthday

The Silverplate of

William Rogers and his Son

"The Best at the Price"

Made and Guaranteed by

WM. ROGERS MFG. CO., LTD., NIAGARA FALLS, ONTARIO

(Reprinted from The Saturday Evening Post and MacLean's Magazine, May)

Are You Benefiting to the Fullest?

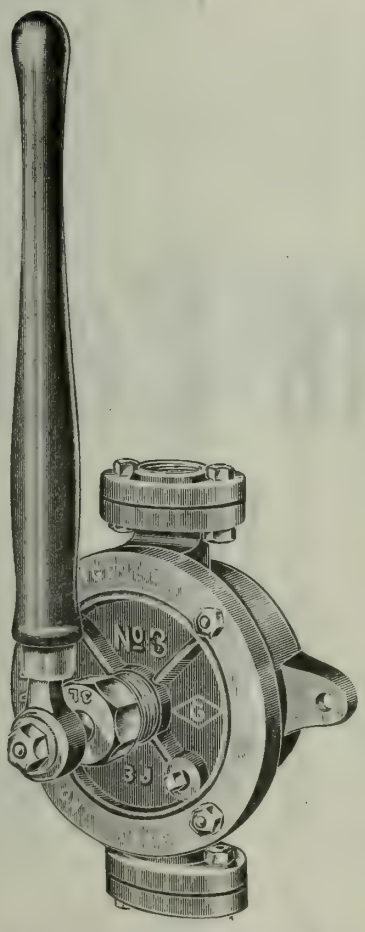
Wm. Rogers & Son Advertises for You.

CANADA

FOUNDRIES & FORGINGS

LIMITED

RED WING SEMI-ROTARY PUMPS



KNOWN AS A STANDARD THROUGHOUT THE WORLD

IMMEDIATE SHIPMENT FROM STOCK

American } *Thread* *Whitworth Thread*

PRODUCED AT

JAMES SMART PLANT

BROCKVILLE, CANADA

The Best Tires

are the Easiest to Sell

The dealer who is building his business on bed rock —quality and service—will readily see why he can afford to handle only the best tires—

"Gutta Percha" Tires

The satisfactory road performance of "The Tires that give Satisfaction" has made motorists enthusiastic about them. Ride the crest of this incoming wave of popularity by keeping "Gutta Percha" Tires prominently displayed in your store.

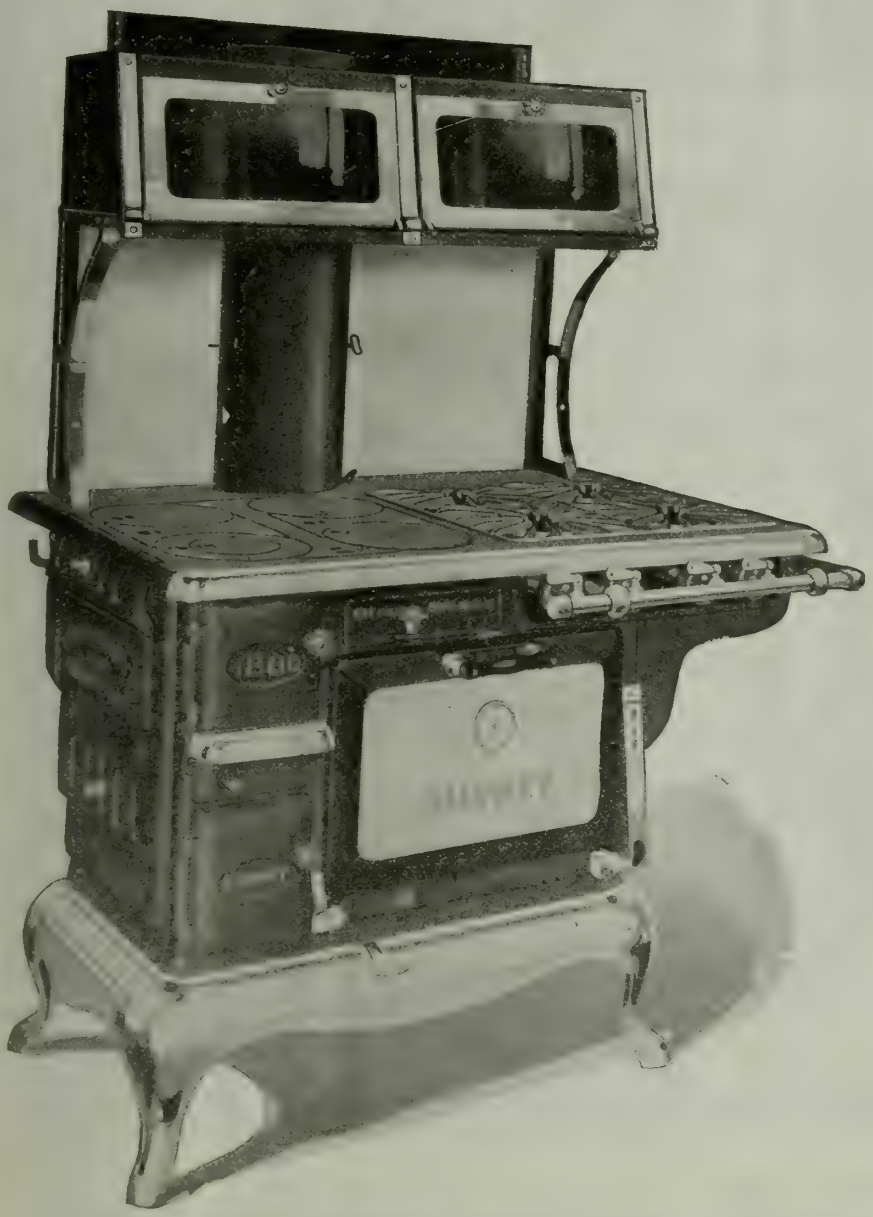
"The Tires that Give Satisfaction"

Gutta Percha & Rubber, Limited

Head Offices and Factory: Toronto

Branches: Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria

THE GURNEY FOUNDRY COMPANY LIMITED TORONTO



THE GURNEY
No. 18-80
COMBINATION
RANGE

THIS NEW RANGE WITH ALL ITS IMPROVEMENTS IS ONE WHICH IS BOUND TO PLEASE THE PUBLIC AS WELL AS THE DEALER

FULLY DESCRIBED IN CIRCULAR C-32

THE GURNEY FOUNDRY CO., LIMITED

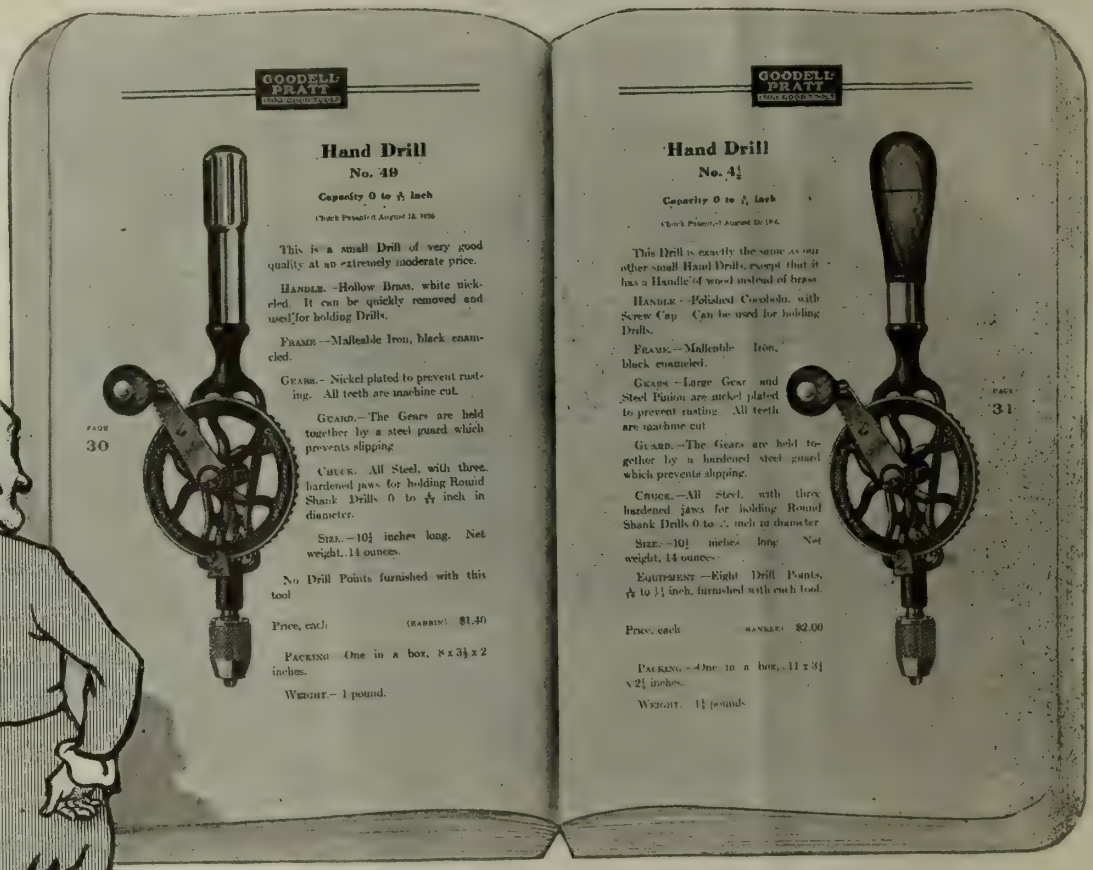
TORONTO, CANADA

Branches:

Montreal ***Winnipeg*** ***Calgary*** ***Vancouver***

GOODELL-PRATT

1500 GOOD TOOLS



MR. PUNCH SAYS:

The next best thing to a personal visit at the Goodell-Pratt Toolsmith factories is a thorough working knowledge of the big Toolsmith Catalogue.

A lot of hard work and straight thinking is being done all the time to make this Toolsmith Catalogue a regular Service Guide Book for the hardware merchant.

Think of the sales possibilities right here in your own town for the contents of those 464 pages of hand tools — more than 2,000 different tools, the largest line under one name in the world.

The Toolsmith message is being sent out constantly to the users of good tools all over the country.

Did you know that the new Toolsmith Catalogue contains 150 new tools?

There's progress for you — every one of those new tools means new business for Toolsmith Stores.

Goodell-Pratt Company Toolsmiths, Greenfield, Mass., U.S.A.

Story for Week Dated May 8, 1920. **Being No. 4 in the Series**

Over 350 Million Matches Made Every Week

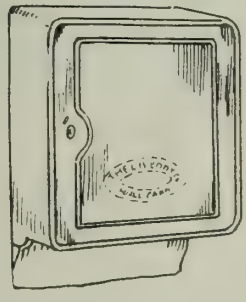
Manufactured at the rate of 70,000,000 a day. From $6,000 to $8,000 per day paid in Excise Tax Alone.

EVERY box of matches that leaves the Eddy plant bears the printed words, "Excise Tax Paid," and your invoice satisfies Government requirements.

When the Excise Tax came into effect The Eddy Company were immediately faced with a necessary outlay of from $6,000 to $8,000 per day to clear their output for the retailer, and immediately machinery was installed to print the Government stamp on every box sent out, though for a time some match boxes had to have the adhesive stamps affixed, because the Eddy Company always keeps a large stock of matches on hand.

This is not the first time the Eddy Company have handled matches requiring an Excise Duty. As far back as in 1878-1880 the Eddy Company were making for export to a St. Louis firm, matches, on the boxes for which a stamp indicating payment of a U.S. Excise Tax of 1 cent per 100 or less had to be imprinted. So the new Canadian regulation did not find The E. B. Eddy Company inexperienced. "Ready," in fact, rhymes with Eddy as regards every new development of the trade.

Now a Government official has his office right in the match factory beside the desk of the superintendent. Not one match can leave the plant without his knowledge. To meet the needs of such rigid official supervision with an output of seventy million matches per day has meant triumphs of organization for the Eddy Company. But in the manufacture of matches the Eddy Company has many times triumphed and the progress of any of the famous Eddy products "From the Tree to the Trade" is a fascinating adventure in industrial processes as this series will from week to week bear record.



The Well Appointed Bath Room

In Your Customer's Home should be fitted with the Eddy Company's "Onliwon"—the ideal toilet paper fixture.

It will pay you well to suggest this need by a good display.

REG U.S. PAT. OFF.
GTD

"Wanted Yesterday"

THE bugaboo of hardware merchandising is the man who has to say "I'll send for them."

How many big dealers have lost good sized orders for taps and dies because they failed to watch the stock and keep it complete with the right sizes?

For the customer who discovered that he wanted taps and dies *yesterday*, a promise of "tomorrow" won't do.

Yes, we know that keeping a hardware stock up-to-date is no picnic—but it pays (doesn't it?) especially with screw-cutting tools.

With a little study you can check up your stock and anticipate those orders *that are surely coming to you* —the best way to hold business, as any good hardware man knows.

Send for the latest GTD catalog today and use it as a guide to fill those empty holes and shelves.

Little Giant

WELLS BROS.

Company of Ltd. Galt, Ontario

Canadian Plant of the Greenfield Tap & Die Corp

CANADA

World's Largest Manufacturers of Screw Cutting Tools.

GTD **Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches**

SEND—*for our No. 40 catalog (pocket size) and other information. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.*

WELLS BROS. of Canada Galt, Ontario

Send latest No. 40 catalog and put our firm on your mailing list to receive information about your threading tools whenever issued.

*Name of person*_____

*Firm*_____

*Address*_____

H&M201

The Sign The World Knows

Throughout the world the red Gargoyle commands respect.

The people of every civilized country know that it is the mark of genuine expertness, of highest quality, in lubrication.

The red Gargoyle means accuracy and dependability in lubrication. Because, Gargoyle Mobiloils when used as specified by the Charts which represent the professional advice of the manufacturers of Gargoyle Mobiloils, give the user maximum lubrication efficiency.

Dealers who display this red Gargoyle, and sell Gargoyle Mobiloils according to the Chart of Recommendations, have the confidence of every motorist —and this confidence is extended to every department of the dealer's business. Is the red Gargoyle in front of your shop?

We will gladly send one of these easily-seen, respect-building, permanent metal signs to every dealer who sells *lubrication service*, rather than just oil.

GARGOYLE

Mobiloils

A grade for each type of motor

IMPERIAL OIL LIMITED

Manufacturers and Marketers of IMPERIAL POLARINE MOTOR OILS & CREASES
Marketers of *Gargoyle Mobiloils* in Canada
BRANCHES IN ALL CITIES

Create The Right Atmosphere

Cleanliness creates a pleasing atmosphere.

Neat and clean merchandise, well-arranged displays, bright show-cases and an absence of dust, create an atmosphere in your store that makes a favorable impression upon your trade.

Dust and dirt cost you money, not only in the deterioration of your goods but in *loss of trade.* The spick and span type of woman shuns the shop of musty surroundings. Banish dust from your shop and make your store bright and attractive.

IMPERIAL
FLOOR DRESSING
(Standard)

(Formerly "Imperial Standard Floor Dressing.")

is the best ally to wage war on dust. One application cleans and preserves your floor and *prevents the dust from rising.* All dirt and dust which may enter your store is held to the floor so that it may be swept out without contaminating the air. One gallon is sufficient to treat upwards of 700 square feet of floor surface, and one application lasts for months. Imperial Floor Dressing is sold in gallon and four-gallon lithographed sealed cans, half-barrels and barrels.

"Made in Canada"

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

AMERICAN GRINDERS

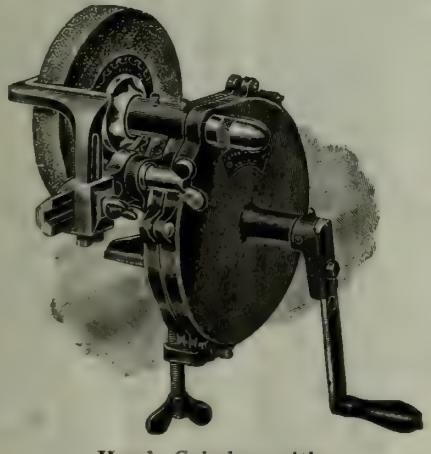
QUALITY TOOLS

Associated With Best Workmanship

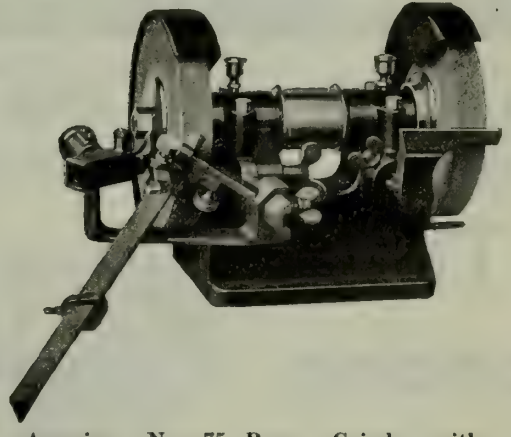
Hand Grinder with Chisel Attachments

WHERE quality workmanship and service are most sought after by the mechanical trades, there you are most likely to find American Quality Tool Grinders, preferred because of their accurate design, careful construction, great strength and endurance.

Repair parts for American Grinders are seldom needed, this factor making the sale of these machines a profit and prestige-builder for both jobber and dealer.



Hand Grinder with Wheel Dresser



American No. 75 Power Grinder with Bronze Bearings

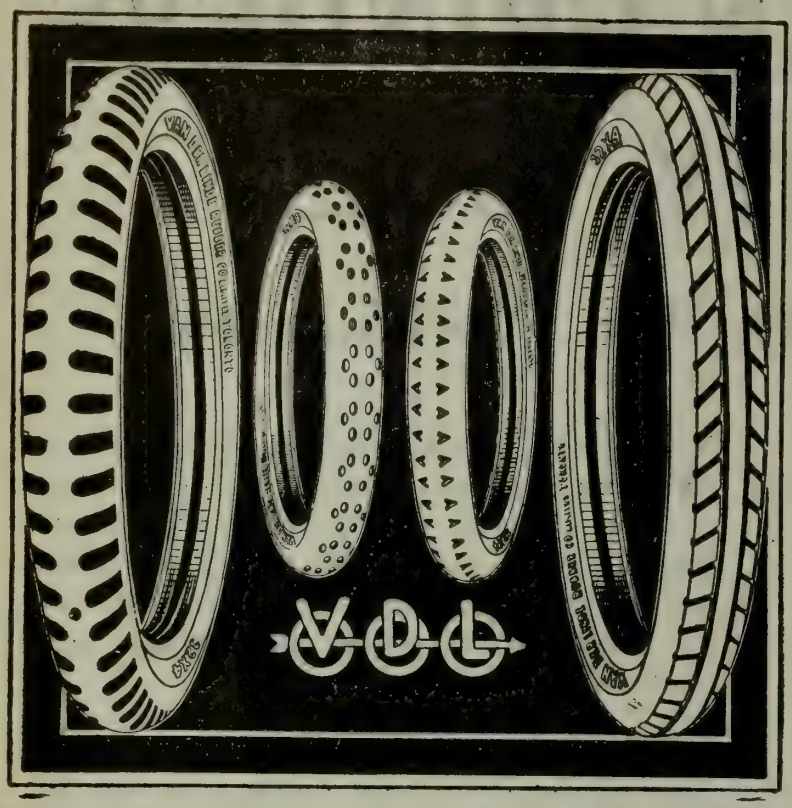
AMERICAN GRINDER MFG. CO.

MILWAUKEE, WIS.

Canadian Sales Agents:

A. H. FRASER & CO., 710 McArthur Bldg., Winnipeg, Man.

Real All-Round Value



VALUE to the motorist in superiority of service, dependability and durability, to say nothing of economy.

Value to the dealer in inspiring customer confidence, and good-will, through mutually profitable sales. That is the value of

VDL Tires

Don't let your stock run low.

DISTRIBUTORS:

Merrick-Anderson Co., Ltd., Winnipeg, Man.
Miller-Morse Hardware Co., Ltd., Winnipeg, Man.
Wood-Vallance & Leggat, Ltd., Vancouver, B.C.
Crowell Bros., Halifax, N.S.
A. Chown & Co., Kingston, Ont.
The Chapin Co., Calgary, Alta.
Western Cycle & Motor Co., Regina, Sask.
Hurtubise Ltd., Montreal, P.Q.
Motor Parts Co., Toronto, Ont.
Gray-Campbell Co., Ltd., Moose Jaw, Sask.

EVERY SIZE A SUPERSIZE.

Van Der Linde Rubber Co.
LIMITED
TORONTO, ONTARIO

A MIGHTY HELPING HAND

An Engine With Every Part Right
Is The Engine For Progressive Dealers

The London Engine

Built after years of experimenting to give maximum power on minimum gasoline consumption, to operate with practically no trouble and to be as cheap as an engine can be built consistent with quality workmanship, the "London" is the engine you want to sell, Mr. Dealer.

Every part of the London Engine is made in our own factory under expert supervision. It is assembled just as carefully as a high grade automobile engine.

That's why the "London' is a Customer Maker and a Customer Keeper.

We have some open territory for reliable, energetic agents as distributors and sellers of this attractive engine. Write us to-day.

LONDON GAS POWER CO., Limited
29 YORK STREET, LONDON, CANADA

No Motor Car or Motor Truck is completely equipped that is not equipped with an engine-driven tire pump. There are many times more KELLOGG Engine-Driven Tire Pumps in use than all other makes combined.

Sell Automobiles and Trucks Equipped with

PUMPS

The more improvements in the car or truck you sell, the stronger the sales argument.

In greatest demand this year will be the cars and trucks equipped with KELLOGG Engine-Driven TIRE PUMPS.

At the last National Automobile and Truck Shows in the United States, 90% of the pneumatic tire equipped cars and trucks displayed with pumps were equipped with KELLOGG Engine-Driven TIRE PUMPS.

If Motor cars or motor trucks are not equipped with KELLOGG Engine-Driven TIRE PUMPS, they should be provided with openings in the transmissions—so that they may easily be installed.

ENGINE-DRIVEN TIRE PUMPS
HAND PUMPS; GREASE AND
OIL GUNS; ELECTRIC MOTOR
DRIVEN GARAGE PUMPS

Write for Catalogue of full Kellogg Line and Prices

KELLOGG MANUFACTURING CO.

Rochester, N.Y., U.S.A.

Service Counts

You will "get in wrong" with your customers if you do not give them satisfactory repair service on batteries and vulcanizing.

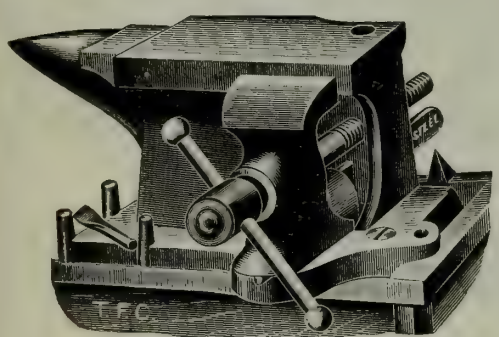
Trees' Service is Best

We maintain departments in charge of experts for complete repair work on all makes of batteries, while our vulcanizing expert is ready to handle your work on tires in a competent manner. We will quote prices before the work is commenced, if desired. Send all batteries or tires **express prepaid.**

We Are Distributors for HART BATTERIES.
Can Fill Orders Promptly.

Samuel Trees & Co., Limited

42 Wellington St. E., Toronto



ANVIL AS ABOVE
Anvil, chilled face, size 4" x 2½", jaw 2"—one C.S. chisel and punch packed with each.

ANVIL SHOWN LOWER RIGHT HAND CORNER
Combined anvil and vise with steel pipe vise jaws, length of face, 6" and 3" jaws.

HANDY COMBINATION ANVIL AND VISE

TIME AND LABOR SAVER

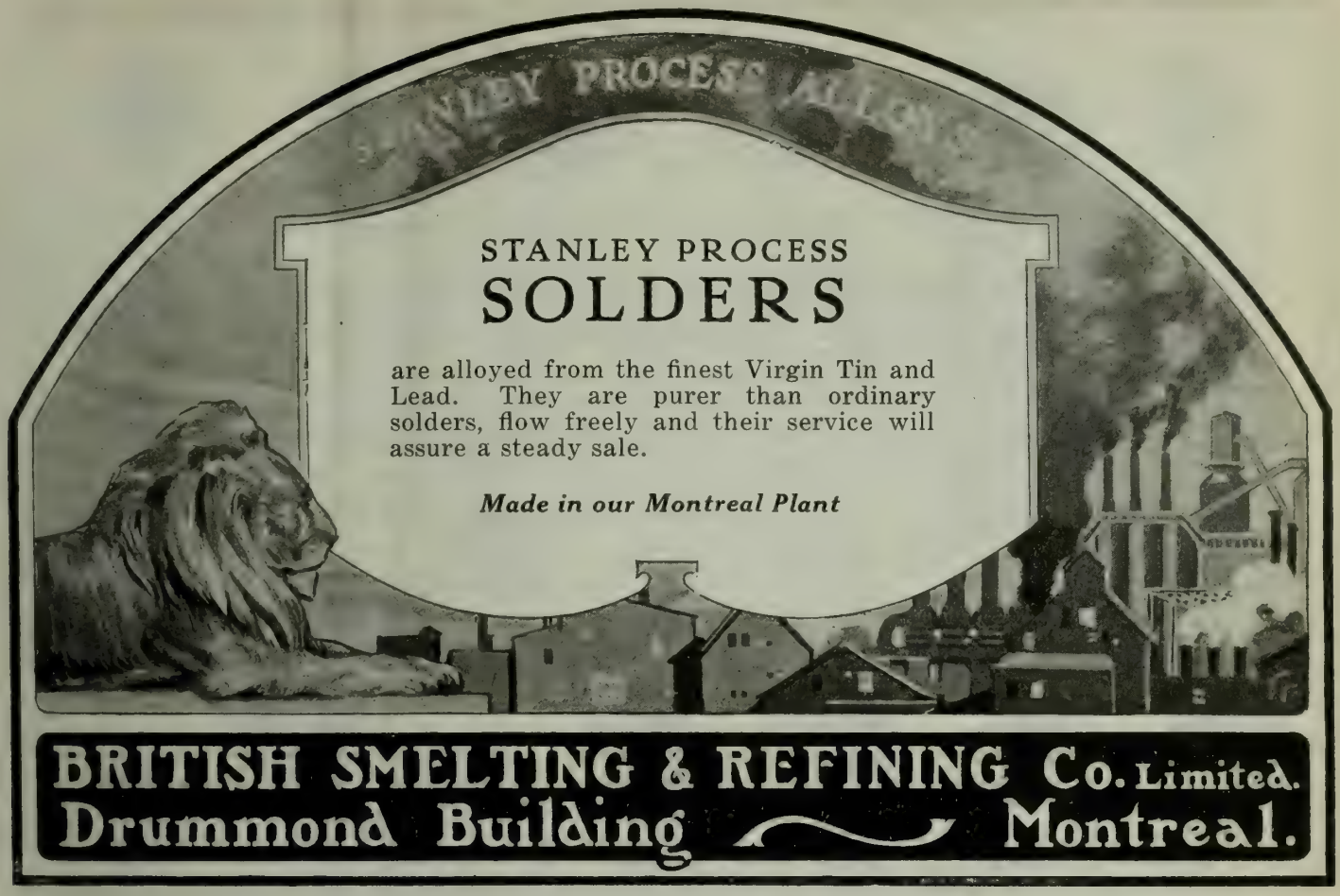
Modern workshops require labor and time-saving equipment. A T-F combination anvil and vise gives the worker the benefit of several tools for the price of one. All parts are made from selected materials, specially tempered and are easily and quickly adjusted—no bolts or screws to get lost or become rusty. Write us for prices.

Taylor-Forbes Co., Limited

Head Office and Works:
Guelph, Ont.

TAYLOR-FORBES CO., LIMITED,
246 Craig St. W., Montreal.
H. C. ROGERS, LTD.,
147 Prince William Street, St. John, N.B.

TAYLOR-FORBES CO., LIMITED,
1070 Homer Street, Vancouver.
H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.



"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

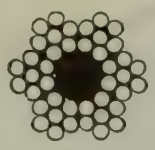
Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.

A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

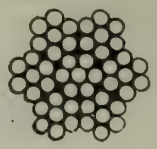
Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

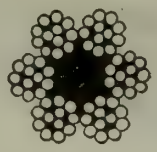
6 x 6
6 strands of 6 wires
Hemp in
strands and core



6 x 7
6 strands of 7 wires
Hemp core



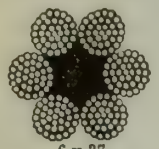
7 x 7
6 strands of 7 wires
Wire core



6 x 12
6 strands of 12 wires
Hemp core

6 x 12
6 strands of 12 wires
Hawser make

6 x 20
6 strands of 20 wires
Hemp in
strands and core

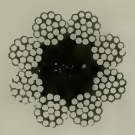


6 x 37
6 strands of 37 wires
Hemp core

Iron Stairways and Builders' Iron Work

There is a special field for profitable sales for the hardware man in wire rope. There has been much discussion recently of the unusually large value of the Building Permits issued in Canada. Analysis shows that a very large proportion of these is for the expansion of existing industry.

In both the construction and equipment of buildings of this character there exists an opportunity for large sales of wire rope for both haulage and hoisting. Your district will reveal splendid rewards for a little investigation on your part.

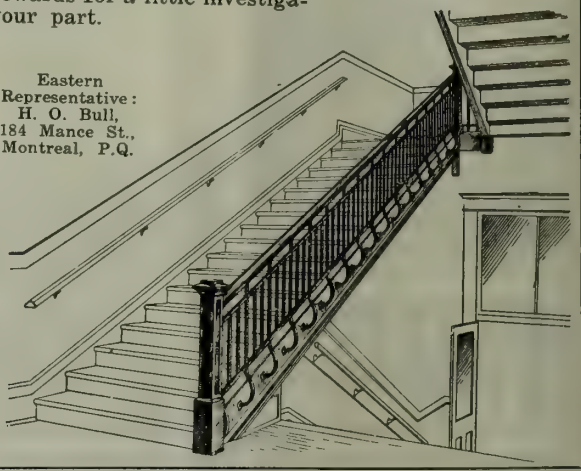


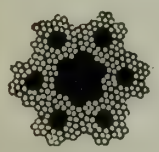
8 x 19
8 strands of 19 wires
Hemp core

Some of our recent contracts include:
New Parliament Buildings, Holeproof Hosiery, London University Extensions, Norway and Keele St. Schools, New Collegiate, Niagara Falls.

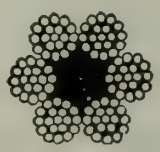
Canada Wire & Iron Goods Co.
Hamilton, Canada

Eastern Representative:
H. O. Bull,
184 Mance St.,
Montreal, P.Q.

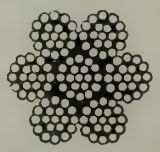




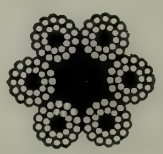
6 x 7
Cable Laid Rope



6 x 19
6 strands of 19 wires
Hemp core



7 x 19
6 strands of 19 wires
Wire core



6 x 24
6 strands of 24 wires
Hemp core

Recommended

for Flat Roofs

by Architects and Engineers

For factories, stores, office buildings and other structures with flat roofs, Brantford Asphalt Roll Roofing or Brantford Rubber Roofing, laid according to what we term Brantford Specification, is giving entire satisfaction.

Hundreds of buildings have been covered with Brantford Specification Roofs for many years. It is being used more and more all the time and is endorsed by leading contractors, architects and engineers throughout Canada.

The sanded surface of Brantford Asphalt Roofing not only adds to its protection, but causes it to adhere readily and firmly to our Branroco cement, insuring absolutely watertight laps.

Give us dimensions of the roofs you are estimating on and we will send full particulars as to cost of using Brantford Specification and complete instructions for laying.

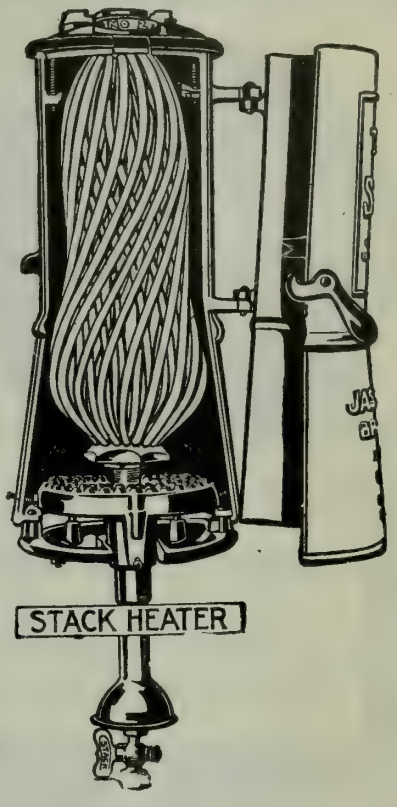
Brantford Roofing Co., Limited

Head Office and Factory: Brantford, Ontario
Branches at Toronto, Montreal, Halifax, Winnipeg

They Sell Themselves

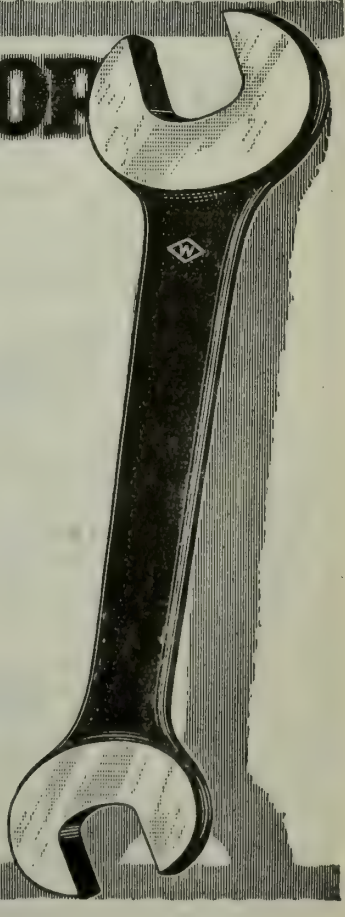
One look into a Stack Water Heater will convince even the customer with no technical or mechanical knowledge. The burner and its location; the net-work of heating pipes with their nearly vertical direction and greatly multiplied heating surface tells the story—the customer buys.

Send for a Stack Heater display card.



The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, Toronto, Ontario

WILLIAMS' SUPERIOR DROP-FORGED WRENCHES



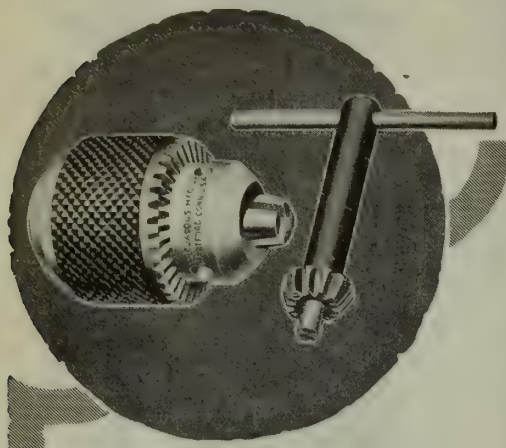
Better tools make better workmen—

And you can't sell better wrenches than Williams

J. H. WILLIAMS & CO.
"The Wrench People"

30 So. Clinton St. Chicago, Ill.
30 Vulcan St. Buffalo, N.Y.
30 Richards St. Brooklyn, N.Y.

Western Canadian Agent :
W. Bruce Campbell, 30 Confederation Life Bldg., Winnipeg



JACOBS CHUCKS

The speed, accuracy and grip of Jacobs Chucks result in greater efficiency, convenience, ease of handling, and economy in drilling operations.

Therefore, when you are selling Jacobs Chucks to a drill user, you are selling him better drilling. And this means the making of a permanent customer.

If you deal in mill supplies, order a stock of Jacobs Chucks to-day. If you do not handle mill supplies, why not start such a department with Jacobs Chucks? Canadian hardware dealers have found them a most profitable line.

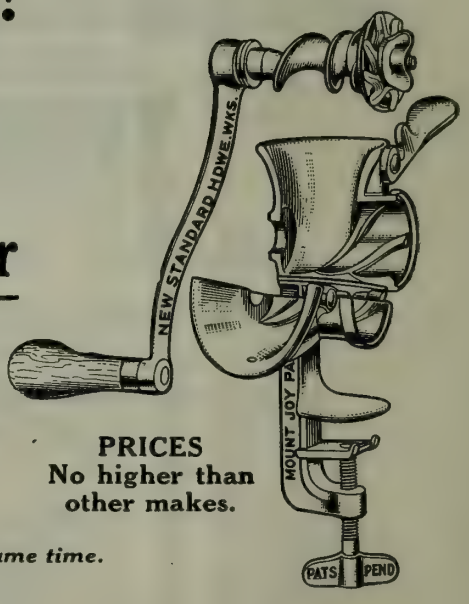
THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

"CLICK"-and it's clean!

Here's a Food Chopper at last without a fault—one that almost cleans itself. As easy to wash as a saucer, because **"it opens like a book."** No cracks or corners where food can lodge. The

New Standard Food Chopper

has many superior features. It is in a class by itself for refinement of design, quality of workmanship and finish. The **easy-cleaning feature, alone, sells it on sight,** will increase your sales and bring you more satisfied customers. Investigate for yourself.



PRICES
No higher than other makes.

Send your order through your jobber—notify us at the same time.

"Ask the housekeeper who uses one."

NEW STANDARD HARDWARE WORKS
MOUNT JOY, PENNA., U.S.A.

Western Coast Representative:	*Central Western Canada:*	*Eastern Central Canada:*	*Eastern Canada:*
Hardware Specialties Co. Vancouver, B.C.	Rodearmal-Davis Co. Minneapolis, Minn.	L. G. Beebe Toronto, Ont.	Richardson-Bureau Montreal, Can.

NOW READY

This is not an ordinary catalogue, such as you may see every day, but a real information book illustrating and describing the leading and the most profitable lines of automotive equipment, that the dealers sell every day.

Get Your Copy

For the protection of the trade in general, please use your letterheads in writing asking for this catalogue.

RENAUD MOTOR SUPPLY LIMITED

326 East St. Catherine St.
MONTREAL

Sell Articles That Are Known

They are the most profitable kind to stock.

Famous Five Files have been the standard for over fifty years. File users know them as such.

That is why they mean quick, easy sales and satisfied customers.

Carry a good representative stock and order promptly when any variety runs out. We carry big reserves, so that your jobber may be able to fill orders without delay.

The Famous Five are:

Unusual Selling Points

Carbalox is a product of the electric furnace so fast and cool cutting as to be particularly adapted to the rapid cutting and polishing of metals.

Being available in handy rolls, it reduces cost of production because the workman, keeping a roll at hand, uses as desired without waste or loss of time in cutting.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

Wash Boards

Washing Machines

Clothes Lines and Pins

Grocers' Specialties

Baskets and Brushes

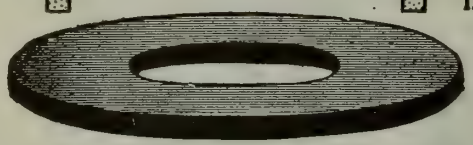
Correspondence Solicited

WALTER WOODS & CO.
Hamilton and Winnipeg

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

TOWERS FISH BRAND REFLEX LONG COATS

"Takes the wet out of Rain."

Made for hard wear and stormy weather, these coats are ideal for delivery men and other outside workers, and practically

Sell Themselves

allowing a good profit for the dealer.

Write for prices and particulars to

Tower Canadian Limited
TORONTO
Halifax Winnipeg Vancouver

Coast to Coast Service

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

ARROWHEAD SAWS

Vanadium Steel

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.
Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

Our Catalog is a guide to profit; your name and address will bring it.

T. F. Shurly Company
Limited
St. Catharines
Ontario

UNIMECO
MADE IN CANADA
WROUGHT WASHERS

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

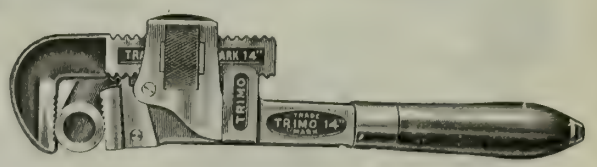
THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

TRIMO

The four good points that make TRIMO PIPE WRENCHES superior are the SPIRAL SPRING always in place, STEEL FRAMES that will not break, NUT GUARDS that protect adjustment nut and the INSERTED JAW in handle that can be replaced when worn.

The Trimo Steel Handle Pipe Wrench is also made in the 6", 8" and 10" size with narrow jaws and fine milled teeth, especially adapted for close work.

Your Jobber can Supply



Trimont Mfg. Company
Roxbury (Boston) Mass., U.S.A.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

Manufacturers of

BAR IRON and STEEL: Rounds, Squares and Flats

Also Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

Yale Cylinder Latch
No. 44

TRADE YALE MARK

The trade-mark that means "All's Well"—

WHEN your customers see "Yale" on the Night Latches, Padlocks, Door Closers and Builders' Hardware you carry—they ***know*** "all's well."

Handling a line of established reputation, extensively advertised, brings prestige and profit to the dealer stocking Yale products. The trade-mark "Yale" helps make the sale.

Yale products are made at St. Catharines, Ontario

Canadian Yale & Towne Limited

"Crescent"

The Line that takes little Space, a Small Investment and gives Quick Turnover

For Dealers' Profit

The Crescent Company's line of Small Tools and Hardware Specialties is well known by name. When serving customers mention Crescent goods and your customers will appreciate your store, for they believe in Crescent Tools and respect the judgment of the dealer who sells them.

At all Good Jobbers

Canadian Representatives

Campbell Agencies

Toronto, Canada

The Crescent Company, Meriden, Conn.

Remember "Crescent" for Trade Building

MENDETS

A PATENT PATCH

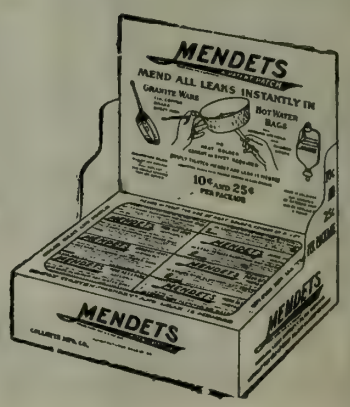
Millions of Boxes Sold

They Sell Themselves

Collette Mfg. Company

Collingwood, Ont.

Your jobber has them



E. Roy,
69½ St. Andre St., Montreal, Que.

A. S. Butchart,
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg

4 Good Reasons
—READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

Sno-Wite
Enameled Fixtures

C87. Soap Dish

Genuine Vitreous Enamel

White Porcelain Enamel on Special Iron. Sno-Wite is not baked paint, celluloid or other imitation, but genuine, vitreous enamel.

It is remarkably handsome in appearance and strikingly original in design.

Sno-Wite is a quick seller with a large margin of profit for the dealer.

American Enamel Products Co.
CHICAGO, U.S.A.
Ask Your Jobber

Reed's Patent Plastic Asphalt Roof Cement

repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

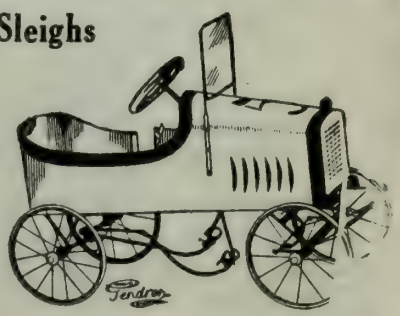
For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

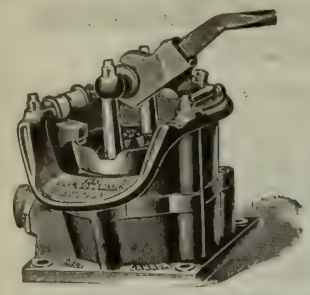
GEO. W. REED & CO., Limited
37 St. Antoine Street
Montreal

THE GENDRON MFG. CO., LTD., Toronto, Canada,
Makers of Children's Vehicles, Bathroom Fittings, Sleds and Sleighs

Lines comprise Metal and Wood Body Express Wagons, Velocipedes, Doll Cabs, Go-Carts, Baby Carriages, Carriers, Invalid Wheel and Rolling Chairs, Towel Bars, Soap and Sponge Holders.



The Gendron Mfg. Co., Limited, 137 Duchess Street, Toronto, Canada



DIAPHRAM PUMP
Fig. 402

Just What You Need

to remove all the water that has accumulated in that excavation work this winter.

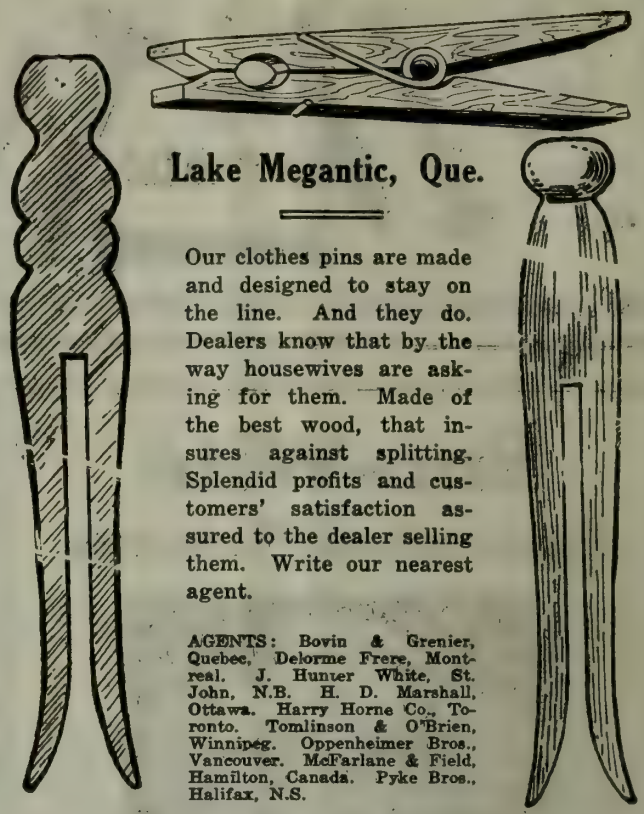
This Pump Does It In a Hurry

Contractors certainly can't afford to wait for water to dry up in these times.

We always try to keep these pumps in stock for urgent calls and can supply suitable hose in 10, 15 or 20 foot lengths.

The R. McDougall Co.
LIMITED
GALT, CANADA

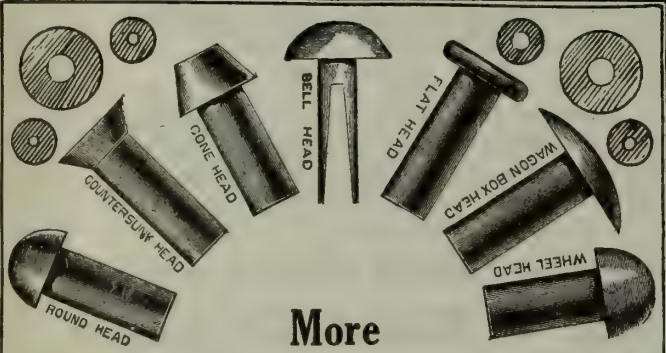
The Megantic Broom Mfg. Co., Ltd.
Manufacturers of Brooms and Clothes Pins



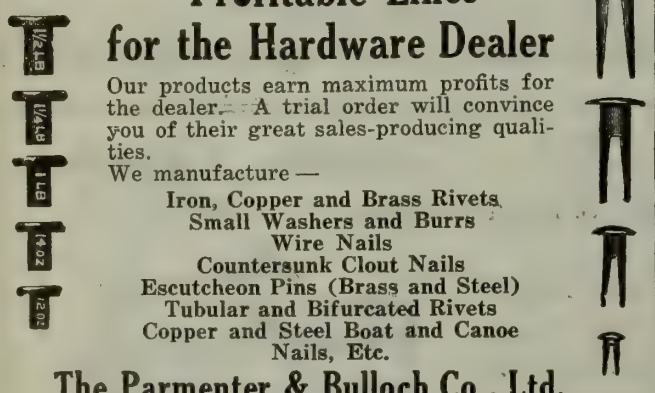
Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.



More Profitable Lines for the Hardware Dealer



Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

VOL-PEEK

MENDS HOLES IN POTS AND PANS

Stop that Leak

Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $2.25 for our bright-colored display stand of 24 packages. 60% profit for the dealer. Well advertised all over Canada.

At your jobber's, or

H. NAGLE & CO., Box 2024, MONTREAL
(Owning and Operating Vol-Peek Mfg. Company)

"HERCULES" SASH CORD

Has a reputation in the Canadian market, thoroughly established for the last eighteen years.

Compares in quality with the best imported brands, but is considerably lower in price.

Tests made by Strength of Materials Laboratory (University of Toronto) prove our claims as to quality.

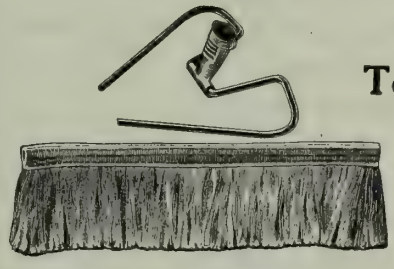
All wholesale hardware dealers carry Hercules Sash Cord.

Manufactured in Canada

New 'Duskill' Polish Mop Factory At London, Ont.

Order now for immediate delivery or book for later shipment.

The special features of this mop make an appeal to the housewife.



Towe & Towe

Exclusive Selling Agents

LONDON, ONTARIO CANADA

DOMINION

Cotton and Wool Waste

Cotton Wipers

Washed and Sterilized

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WINNIPEG TORONTO MONTREAL

Hardware and Metal is the only paper in Canada giving a weekly market service on hardware, metals, paints, varnishes and other lines allied with the hardware trade.

Hardware and Metal is the only hardware publication in Canada with circulation audited by the Audit Bureau of Circulations.

Hardware and Metal is the only weekly hardware paper in Canada.

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, MAY 8, 1920 No. 19

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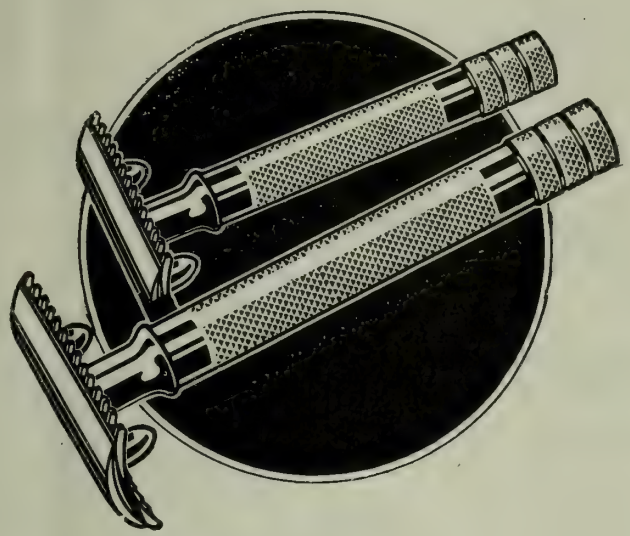
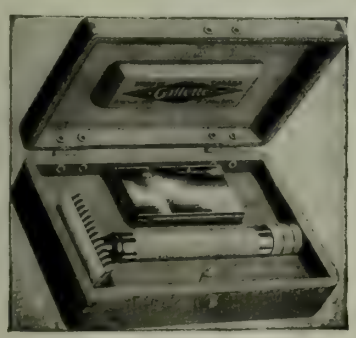


Gentlemen!
"The Big Fellow"

$5.00 the Set



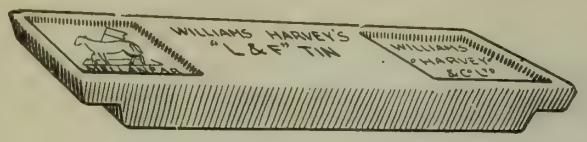
When a big-fisted customer comes in to see a Gillette Safety Razor you are SURE of a sale! First show him the standard Gillette razor, and if he seems to have "too many fingers" in handling it, bring out your Bulldog Gillette. "That's more like it," he says.

THEN reach for the Polished Wood Case of the "BIG FELLOW," and let his eyes rest on the 4-inch handle —extra thick, extra heavy, but so constructed that it takes the Standard Gillette Blade.
He is SOLD right then and there!

Orders are coming in thick and fast for the "BIG FELLOW." We want every dealer to have his share. Ask your supply house to forward your quota to you, or mail an order **to-day** to The Gillette Safety Razor Co. of Canada, Limited, 73 St. Alexander St., Montreal.

GILLETTE
Safety Razor

MADE IN CANADA
TRADE Gillette MARK
KNOWN THE WORLD OVER



When you are buying

"LAMB AND FLAG" TIN

specify

"WILLIAMS HARVEYS"

Absolutely the purest on the market.

Stock and Import

A. C. Leslie & Co., Limited
560 ST. PAUL ST. WEST
MONTREAL

"QUEENS HEAD" GALVANIZED IRON
CANADA

"QUEENS HEAD"

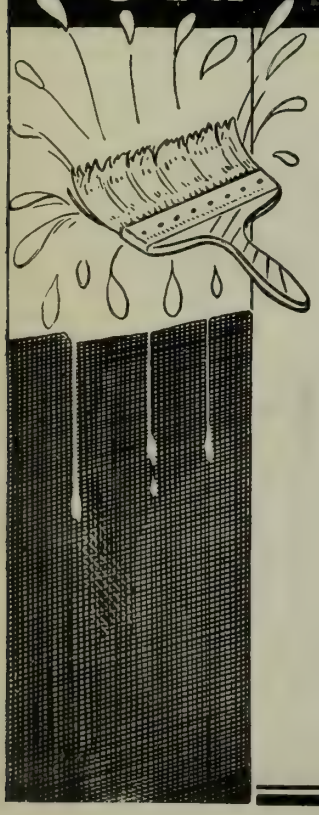
The brand which inspires confidence

In these days of careless workmanship and inferior quality it is pleasing to be able to reassure our many friends that the high quality of this brand has been fully maintained. A comparison with other brands will soon demonstrate this fact.

John Lysaght, Limited
Manufacturers
BRISTOL, England

A. C. Leslie & Co., Ltd.
Canadian Managers
MONTREAL

Throw away the Old brush



Factory Managers Save Time and Money

Cut the cost by spraying paint or whitewash on the walls of your plant. It's 90% more effective and the cost is about 25% of that of the old brush method. It's just fine for applying disinfectant, too. By blowing the solution you are using into every crack and crevice, the Spramotor makes a thorough job every time and does fast, even work.

From $7 up

Write for Booklet

Mr. Dealer!
A Spramotor Sale Makes Friends As Well As Money

Without friends in business—that is friends who buy from you because you give them quality and service—you are like a ship without a rudder. The wise merchant buys merchandise of a known standard of quality because every time he makes a sale he sells satisfaction and service as well as merchandise.

Every time you sell a

Spramotor
It isn't a SPRAMOTOR unless we made it

you make a booster for your business. Spramotors sell from $7 to $400. 25 years on the market. Won 100 Gold Medals and first awards.

Write to-day for particulars of our agency proposition.

Spramotor Co. 28 King Street, London, Can.
Agents Wanted Everywhere

Canada's National Hardware Weekly

HARDWARE AND METAL

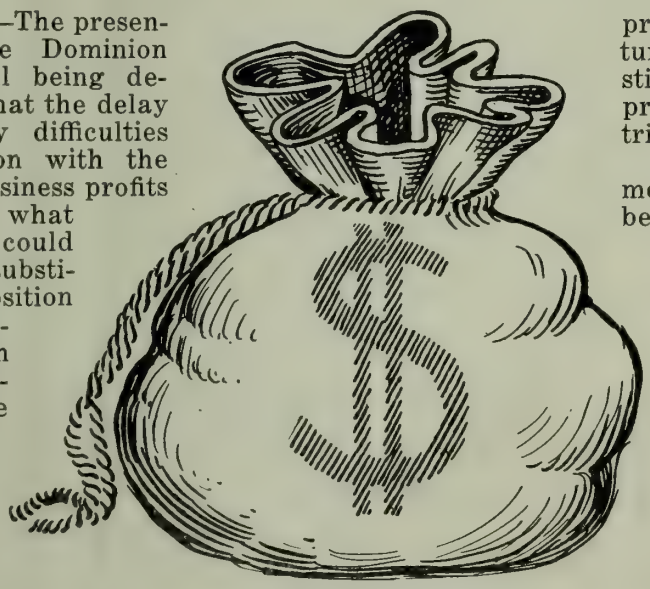
Published Every Saturday Since 1888

Vol. XXXII. TORONTO, MAY 8, 1920 No. 19

Budget Still Witheld; Western M. P.'s Favor Tariff Elimination on Some Hardware Lines

Delay Over Form of Business Taxation to be Applied—Caucus of Western Members Favor Eliminating Duty on Washing Machines, Stoves, etc.—Little Apprehension Among Manufacturers, as Cabinet Enquiry Was Promised Before Tariff Revision

OTTAWA, Ont.—The presentation of the Dominion budget is still being delayed. It is stated that the delay is being caused by difficulties arising in connection with the application of the business profits tax and doubts as to what other form of levy could satisfactorily be substituted in view of opposition to the practice of taxing profits. The length of the session will depend on when the budget will be presented, and the last statement of Sir George Foster, acting Prime Minister, was that it would be brought down "pretty soon." This is expected to mean within a week or ten days.



Important matters affecting the trade, to be dealt with in the budget, are the plans for raising revenue by taxation and the question of tariff revision. The matter of taxation has been dealt with at length in recent issues of HARDWARE AND METAL and the opinions of those representing all branches of the trade have been quoted. In the matter of tariff revision there is a little apprehension, in view of recent action taken by Western members of the Government.

Western Members Favor Reduction of Tariff on Washing Machines and Stoves

At a recent caucus the members from the West decided on several lines of action in connection with matters which are expected to come up in the budget. It was proposed to eliminate the duty on farm household commodities, such as washing machines, cook stoves, as well as farm implement lines, such as threshers, binders, etc. In lieu of this it was advocated that an excise tax be levied, it being figured that through the proposal of an excise tax the farmer would not pay any more for his goods than at present, while the manufacturer would pay more taxes and still enjoy the same amount of protection from similar industries in the United States.

The general feeling of the members gathered was said to be favorable toward a lowering of the tariff to this extent.

Very Little Apprehension Among Manufacturers

Discussing the matter with an official of the Canadian Manufacturers' Association, HARDWARE AND METAL was advised that there was little apprehension among manufacturers of such lines as stoves and washing machines, on which products it was proposed to lower the protection against foreign commodities. The opinion was expressed that a general election would be necessary before such a drastic step could be safely taken by the Government. It was further pointed out that the Government has had the question of a general tariff revision in mind for some time, but that a committee of the Cabinet under the chairmanship of the Minister of Finance would precede any action by a full inquiry, at which all sides of the question would be dealt with.

Information has been sent in to the Minister of Finance by manufacturers in all parts of the country, from time to time, dealing with their side of the tariff question. This information, it is understood, has been filed for reference when the general question is being taken up.

There is no question the majority of Western members are in favor of some radical steps toward tariff reduction on many lines which come within the scope of the hardware trade and in some quarters there will continue to be some apprehension of what action may be forced by this faction in the Government.

Manufacturers Can Improve Invoicing System

No Two Manufacturers Make Out Invoices in Similar Manner, Says Buyer of Large Wholesale Hardware—Goods Not Invoiced According to Quotation—Different Checking Methods Required on Same Invoice

The following article is based on an interview by P. H. Butler with the buyer of a large Eastern wholesale hardware firm.

"HOW long will it be before some of the larger manufacturers employ invoice clerks who can make out an invoice that does not have to be studied and puzzled over before the buyer knows how much he is being charged for his merchandise?"

These are the words of the buyer for one of the largest jobbing hardware houses in Eastern Canada. Discussing the matter further, he went on to say:

"This is a subject I should like to see discussed in HARDWARE AND METAL. There is room for a great deal of improvement in the manner of invoicing. Hardly two manufacturers make out an invoice in the same way."

To substantiate his statement, he threw down a bunch of invoices on his desk and said, "Look these over."

We picked out an invoice at random. It was from one of the largest manufacturers in Canada.

"Now," said the buyer, "tell me if those goods are invoiced according to quotation."

List Price on Invoice Disagrees With Catalogue List Price

We looked up the goods in question in the manufacturer's catalogue, but the list price on the invoice did not agree with the list price in the catalogue. Was there an error in charging? No, the discount sheet showed that the cost of the goods was list plus 30 per cent. less 10-5 per cent., but the invoice clerk had added the 30 per cent. to the list and only showed the total on his invoice. Then he had shown the discount of 15-5 per cent. and extended the amount. At the first sight it appeared that the manufacturer had omitted to add the 30 per cent., but after a good deal of figuring and checking everything was found to be in order. To make matters worse, on this same invoice we found items that were charged according to list and discount, so the method of checking had to be changed for each item.

We picked up another invoice. This was charged net. Taking the catalogue, we looked up the goods and found that there was a discount of 25-15 per cent. from the list. This discount had been taken from the list price of every item, and only the net amount appeared on the invoice. In order to check the cost, it was necessary to take the catalogue and figure the discount from the list of about twelve items. If these had been invoiced according to the catalogue, and the discount taken off the total, look at the amount of time that would have been saved, both for the man who made out the invoice and the man who had to make the selling price on the goods. Of course where different discounts apply it is impossible to take them off the total of the invoice, but all articles carrying the same discount should be grouped together, and the discount taken off the total of this group.

The next invoice we examined was a puzzle. It read 120 at $250.

"What are we going to sell these for per dozen," said the buyer. "I ordered 10 dozen at $2.50 per dozen and expected the invoice to be made out as I was quoted, why is it necessary to have to figure out the cost price per dozen?"

In this case it was an easy matter to find the cost per dozen, as the figures were all even numbers, but what if the total had been $267.75 and the quantity 153?

PRESENT INVOICING METHODS ARE CONFUSING

The buyer of a large Eastern wholesale hardware asks for a discussion in HARDWARE AND METAL of manufacturers' methods of invoicing. He points out that invoices as at present issued by some manufacturers require a number of different methods of checking because there is no uniformity. It is asked that manufacturers make out invoices according to their catalogs and show the discounts according to the discount sheets, also that the name of the month be shown instead of its number in the year, in order to avoid confusing the pricing clerk, checkers, etc. Other opinions on this matter will be welcomed.

Another invoice read: "24 at $6 = $1." Why didn't it read "1-6 gross at $6 = $1, or "12 only at $1.50 = $18."

Another read: "12 only at $18 = $18." This should have read: "1 doz. at $18 = $1" or "12 only at $1.50 = $18."

Different Dating Methods are Confusing

"Now what is the date on this invoice?" asked the buyer. This was an easy one. It was marked 1/7/20. "Why, January 17, 1920," we said.

"So far so good," said the buyer, "But look at this one."

It was dated 16/1/20. This upset our rule for reading dates altogether, and we had to give in. He then showed us others. Some were dated March 6, 1920, others 6 March, 1920. While these were easy to read, they showed no system of dating.

"I would say to all manufacturers," the buyer went on to say, "make your invoices out according to your catalogue and show the discounts according to the discount sheets. This is the correct method and easier for both the invoice clerk who makes out your invoice, and our pricing clerk who figures the selling price of the goods. Also date the invoices showing the name of the month. What sense is there in your clerk having to count up the months on his fingers before he makes out an invoice, and our clerk having to do likewise to find out in what month the goods were charged."

We left the buyer of this large jobbing house with a poor opinion on invoice clerks in general, but he had firmly convinced us that there was room for improvement.

"Good Year in Builders' Hardware"

HAMILTON, ONT. — Fitzgerald & Kent look for a very promising year in builders' hardware and to this end have laid in enough stock for twelve hundred houses. "It is going fast," said Mr. Kent. "Many of the contractors who formerly bought locks by the dozen are now buying by the case."

Good buying, Mr. Kent considers, the greatest factor in business. It is just a little over a year since the firm was organized and Mr. Kent stated that the turnover for March amounted to twenty thousand dollars. They have taken over an additional warehouse and are now at work making alterations above their King street store, where a large room is being fitted up for displaying mantels.

Consumers Cordage Extend Plant

MONTREAL.—The Consumers' Cordage Company, Limited, Montreal, is at present extending its plant at Montreal. The new quarters now being provided will be used for making twines and other sundry lines. Of mill construction, the addition will be of three-storey capacity and will provide ample room for expanding this department.

Annual Meeting of N.H.A.

The ninth annual meeting of the National Hardware Association of the United States will be held in Cleveland on May 21 and 22 A number of important topics affecting the hardware trade particularly those applying conditions in the period of re-adjustment, are to be discussed.

Dean of Hardware Trade Passes Away

The Courage and Fearlessness of Death as Displayed by Edward Campbell Simmons in His Last Moments is Told by Officials of the Simmons Hardware Company—Had Built Important Institution in His Sixty-Four Years in Hardware Trade

The death of Edward C. Simmons, founder of the Simmons Hardware Company, St. Louis, as announced in last week's issue of HARDWARE AND METAL, came as a distinct shock to the hardware trade and to the host of business men among whom he was held in high esteem. Mr. Simmons has been referred to as the dean of the hardware trade, he having started his long and successful career as a youth on January 2, 1856, with the wholesale hardware firm of Child, Pratt & Co., St. Louis.

An announcement of the company's staff by A. W. Douglas, vice-president, stated that the founder of the business departed this life on Sunday afternoon, April 18th. It continues in part as follows:

"He passed away peacefully and quietly and conscious to the last. His life came to its close just as he would have it, with the love and regard of all who knew him and who assembled to pay their last respects. We shall all miss him more and more as time goes on.

"The accompanying letter from the president to our salesmen and employees tells how all of us feel towards him, whom we affectionately knew as 'Number 8'.

"Our friends outside of our organization will, of course, recognize this as being an intimate personal letter, carrying out the custom by which the members of the Simmons family and others are known by numbers. No doubt many who read this were sufficiently familiar with Mr. E. C. Simmons to know him by the name of No. 8, which title was always used in a way that bespoke respect and affection on the part of our business family. No. 3 is our President, Mr. W. D. Simmons; No. 2, our Mr. E. H. Simmons, and No. 4, Mr. G. W. Simmons."

THE following personal letter from President W. D. Simmons, to the salesmen and employees of the company, tells of the courage and fearlessness of death displayed by "No. 8," the familiar name by which the founder of the company was known among his business associates:

"The founder of this business entered into his last long sleep on Sunday, April 18, 1920, after one more characteristically courageous fight in which he displayed such wonderful will power and such absolute fearlessness of death as to astound his physicians and lead them to say they had never seen anything which made so great an impression on them.

"He had been at his office on Friday, the sixteenth, attending to business as usual, and had also gone that day to his bank board meeting and after it to the club for luncheon.

"While his doctors had noticed that his heart action was much weaker during the last day or two, no one else was permitted to see any evidence of that in his manner and his outward appearance of vigor. Even his surgeon who came Friday evening to look at his broken arm, which had so recently been taken from the sling, found him particularly cheerful and talkative.

"Friday, at midnight, when the other members of the family were asleep, came the attack which proved to be the beginning of the end, but he did not summon any of the family until about six o'clock Saturday morning.

"When I reached his home, about 6.30, and went immediately to his bedside, he said to me in that quiet tone with which you are so familiar, 'Good morning, Wallace, I am glad to see you. Please get a scratch block from my desk over there and take a memorandum of a few things that I will have to ask you to attend to for me.' Then he dictated as I wrote, and in a few minutes, when he had finished, he said, just as quietly, 'That is all. Everything else is attended to. A pretty clean slate, isn't it?'

"Although already breathing with great difficulty, he then began to discuss other matters. He expressed his great satisfaction that we had so successfully financed our business for the next five years and discussed several things of general current interest.

"Later, when his suffering became quite acute and we had to send for the doctors again and his nurse and I were trying to make him comfortable, he said, in the same quiet way—his words broken by his inability to get his breath—'I do not think you can help me. I think this is the climax.'

"When the doctors arrived and found what they knew must be causing great suffering, they administered opiates to relieve that, and he went to sleep where they had placed him, in his reclining chair, in order to make him more comfortable than he could be by lying in his bed.

"In this way he slept most of the afternoon, and about sundown awakened and showed that his wonderful vitality had again asserted itself, even to the astonishment of those physicians who had known him and his remarkable record in that respect.

"No. 2 and No. 4 and I had been taking turns sitting close to him, and I happened to be there when he first opened his eyes and looked about and said, in the same calm manner, 'Well I am surprised. I had thought that would be the beginning of my last long sleep.'

"I told him that he had surprised everybody else many times in a similar way, and now he had even surprised himself.

"And so he continued through Saturday night, sleeping and waking, taking a little nourishment, holding a cup in his hand without a tremor, deciding in his characteristic

Continued on page 40

Hamilton Celebrates "Bicycle Week"

City Which Claims to Have Originated the "Week"—Publicity Brings Profitable Business —Prizes Given to Those Accosting "The Bicycle Man"

HAMILTON, Ont.—Bicycle week in Hamilton is a big event and this year it proved to be no exception. Plans for the fifth annual "Bicycle Week" were made well in advance, which accounts for the success which attended the celebration. It is claimed that Hamilton originated the annual bicycle week which has now spread over the continent.

Hamilton dealers have found that the publicity given in a special week of display is a profitable business. So to this end the advertising was one of the big features this year. For the past two months advertisements were placed in the local papers periodically on Tuesdays and Saturdays by the dealers, who have been co-operating along this line.

One of the greatest drawing cards was the employment of an individual known as "the bicycle man" whose photo appeared in the local papers. During the week he rode about the city on a bicycle and to anyone accosting him with the phrase, "I ride a bicycle" was given a prize of ten dollars. Up to Wednesday of last week he had been caught once.

"The bicycle is coming back," says J. R. Dixon, president of the Canadian Bicycle Association to HARDWARE AND METAL. "The advertising done here in bicycle week is resulting in a demand for bicycles all through the summer where formerly the demand was only for a short time in the spring and early summer."

To aid the local dealers the Ontario executive of the Bicycle Association had pennants bearing the words, "I ride a bicycle. Do you?" These were sold to the retailers at a small cost. They in turn distributed them free to the boys and others entering the stores. In this way, many of them were scattered on the bicycles throughout Hamilton.

To stimulate trade enthusiasm and window displays, a splendid cup, standing fifteen inches high, was offered by the Goodyear Tire and Rubber Company for the best window display. The judges in the competition were members of the Hamilton Ad. club.

Another feature of the week which attracted considerable attention was a parade, with both fancy and dress sections. First prize of a sixty-five dollar bicycle was given. The advertising for the parade was conducted on a large scale with posters and handbills together with newspaper advertising. Mayor Brooker was selected as the gentleman to award the prizes.

"The idea has been so profitable that we would not think of discontinuing it," one dealer informed HARDWARE AND METAL. "It is not for the immediate results that we advertise but rather for what we consider institutional advertising. It gets the people thinking and speads trade out over the whole season."

Some idea of how people are "set thinking," may be gathered from the fact that many of the advertisements in the papers used cuts of crowded street cars illustrating the advantage of riding a bicycle compared with travelling on a street car; they strive to show the time saved; the great advantage to health; how much quicker than walking; the economy of a wheel; the reward of good service on the part of the boy who passed his entrance. Those were some of the points dealt with in the advertising copy. On the first Saturday and Wednesday of the week the dealers together took a half-page of advertising.

DEAN OF HARDWARE TRADE

Continued from page 39

way whether he had had enough or wanted more, but voicing those decisions invariably in the same gentle voice which bespoke consideration for the young woman who had served him so faithfully as well as appreciation of her devotion to him.

"Sunday morning, in spite of the constantly increasing rapidity of his respiration, he asked No. 2, who was sitting by him at the time, what the morning papers had to say with reference to one or two matters of general interest, and directed his nurse with reference to some things which he wished her to do for him.

"About one o'clock, when No. 2 was again sitting with him, his nurse's watchful eye detected what led her to say quickly that something was wrong. 'Yes,' he said, in the same quiet tone, 'I think there is something wrong. I think I am going.'

"No. 2 raised him up and held him in his arms for a few minutes, while he went peacefully to sleep, and the great heart stopped.

"I am giving you these details because I know they will interest you more than anything else I can say. I will attempt no eulogy in this letter to you because I know it could not measure up to the sentiments with which your hearts are overflowing. Our part is not one of words, but one of deeds. We must show ourselves worthy pupils of a great Teacher. We must give evidence in our daily lives that the seeds of precept and of inspiration and of the good example which he gave us, fell in fertile soil.

"He demonstrated to the world that a successful business man could invariably command the respect and admiration of all with whom he came in contact, and that he could, under all circumstances, be the highest ideal of a Christian gentleman.

"He put into his daily life the teachings of Christ and made his work one of continual service. Whatever he did had its origin in the thought of benefiting someone else. His influence upon the standard of trade ethics has been such that even we who have been with him most constantly, tend to underestimate.

"It is now our responsibility to carry on his work, that his influence may continue to bear fruit throughout the ages. It is for us to take up that work where he had to lay it down and to so conduct the great institution which bears his name that it shall continue to grow in value and usefulness to this country as it has steadily grown for so many years under his guidance and his inspiration.

"Twenty-three years ago when his frail physique broke under the great strain and it seemed as though he could not live more than a few months, his greatest anxiety was lest there might prove to be some truth in the current prophecy that the great organization which he had founded would go to pieces as soon as it lost its guiding hand.

"Those of you who were with us then, and those of you who have since joined our business family, have helped his sons to rebuild the organization and to lift from his mind any doubt or anxiety on that score. You have helped to construct and put upon a firm foundation, a wonderful monument to the genius, character, and high purpose of the frail, ambitious boy who started in building the fires and sweeping the floor, who was the first one down in the morning, and the last one to leave at night, and who, more than any other one man, has been the dominant factor in givig the hardware business of America a unique characteristic which has no counterpat in the trade customs of any other country of the world.

"He was the pioneer in practically all of its progressive movements. He was the first man to put consistently into practice and to devote his whole thought and energy to the theme that the relationships of trade were of a co-operative, mutual character for the benefit of all concerned.

"When it pleased God to at last summon No. 8 to rest, He took away the best friend of so many people that no man may name or number them.

"There will never be another No. 8, but there will be a great and concerted effort on the part of those who loved him to continue the building of the great structure which was his life work, and to leave it upon so strong a foundation of character and usefulness as to make it stand throughout the ages, and stand, as he stood, for the highest type of manhood which the Almighty has permitted us to know.

"We approach the great task before us with entire confidence because we know we shall have your co-operation and, inspired by a great personality, we shall make this institution an even greater factor in the progress and prosperity of the nation because of the principles upon which it was founded and the example set for us by the great spirit which will, I believe, continue to watch over us."

Enthusiasm Kindled by "Bicycle Week"

Fifth Annual "Bicycle Week" Just Ended is Now Adopted Throughout Canada and United States—Last Year's Bicycle Sales Exceeded Boom Years of Twenty Years Ago—Canadian Bicycles in Export Trade

THE week just passed has been a "Bicycle Week" and has been marked in cities and towns throughout this country and the United States by special effort on the part of dealers to encourage the use of bicycles. This effort has taken the form of window displays, local advertisements, store and window cards and all other forms of publicity having for their end the stirring up of enthusiasm.

Now that the ball has been started rolling this effort can well be continued to bring in maximum returns. The enthusiasm already kindled will have cumulative effect if kept alive.

This is the fifth year that a special week has been named in which special attention is directed toward this form of locomotion, and in past years the plan has worked successfully.

To-day there are perhaps more arguments for the use of bicycles than at any previous time. One of the foremost is the general increase in the cost of living. Riding a bicycle instead of the street car results finally in an economy, and to this end there are a great many people riding bicycles to-day who never did before. Labor troubles affecting street railway systems throughout the country also render street car service more or less uncertain in any community, but the bicycle is not affected by labor troubles.

Anticipate Larger Sale This Year Than During Boom

It is believed by representatives of the industry that more bicycles will be sold this year than during the best year of the bicycle boom. It is predicted that in Canada sales will reach 100,000 this year. The value of bicycle production will run into millions of dollars in Canada alone. There is to-day an average of one bicycle for each family in many cities and towns and taking the country as a whole there is a bicycle for every fifteen people.

The year 1899 was the big year according to past records, but statistics show that sales in the Dominion last year exceeded the total sales of 1899. It is noteworthy that more bicycles are to-day being sold in the larger cities than was the case twenty years ago. This is claimed to be the result of organized effort on the part of city dealers, and indicates that there is good reward for such effort.

The progressive plans of the various Provincial Governments for the improvement of country roads is expected to have the effect of stimulating sales of bicycles in the rural and farm districts. and the dealer can cash in on such developments.

Prices Advanced 50 Per Cent. to 60 Per Cent. in Past Five Years

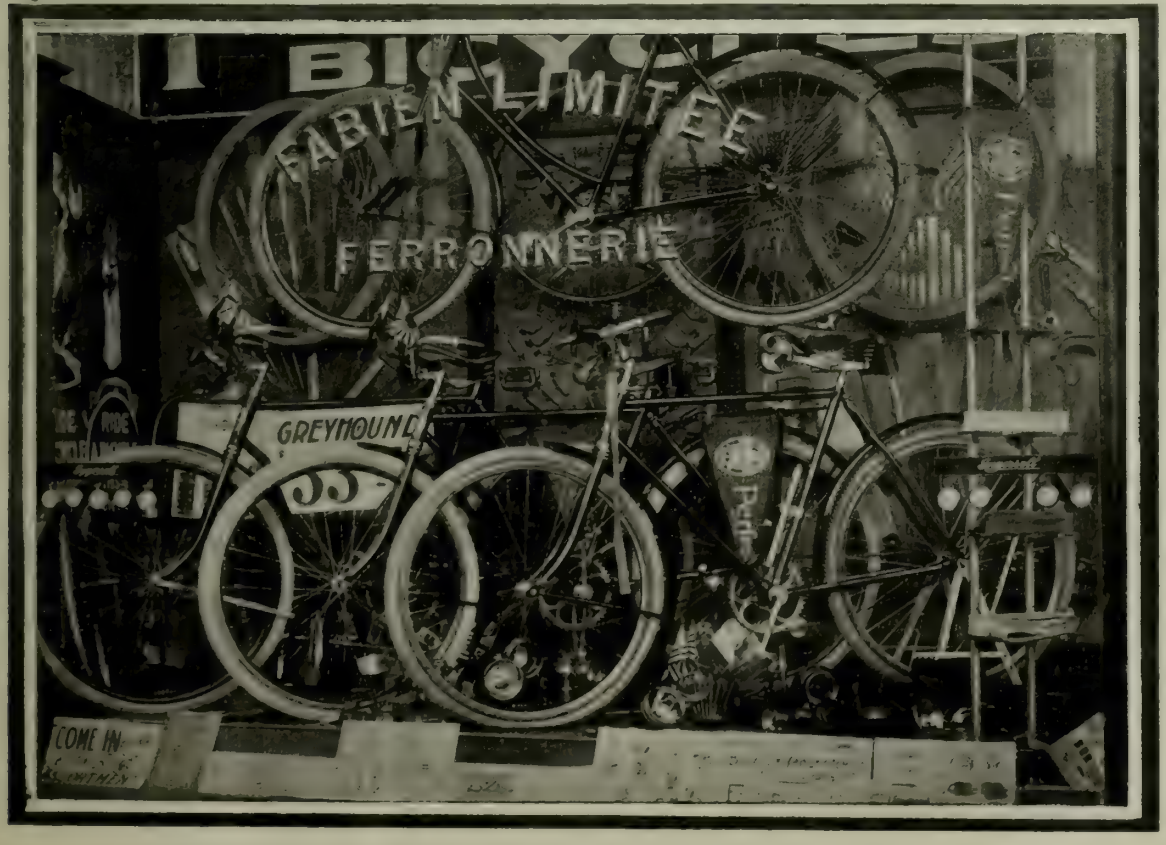
During the past five years prices of bicycles in Canada have advanced 50 to 60 per cent. While at first glance this may seem to be a substantial increase, yet when compared with the increase aggregating 100 per cent. which has been made on the majority of other commodities during that period, it is reasonable. One prominent bicycle man of Montreal points out that to-day the price of a good bicycle is much lower than the prevailing price twenty years ago.

Since the end of the war there have been active steps taken to revive various forms of sport, and bicycle racing is one of the foremost now receiving attention. In a number of Canadian cities steps are being taken to construct athletic parks with tracks suitable for bicycle racing. Many dealers are becoming interested in bicycle racing, and by showing interest in this form of sport the dealer can help to encourage the general use of bicycles.

Canadian Bicycles in Export Trade

Export trade in Canadian bicycles is now developing and there is in this coun-

(Continued on page 43)



A window of bicycles and accessories such as this is seasonable and does much to stir up enthusiasm at this time of the year. There are a great many sound arguments, which the dealer can put forward in the shape of window cards and his local advertising, as to why more bicycles should be used as a utility and for pleasure. The windows can give valuable help toward this end.

EDITORIAL COMMENT

RAPID DEVELOPMENT OF CANADA'S EXPORT TRADE

DESPITE difficulties produced by an insufficiency of raw materials, labor troubles and other disturbances in Canadian industry directly connected with the readjustment to peace-time conditions, Canadian manufacturers have not only provided for the home market, but have kept enough in reserve to enable them to put up a stiff fight for the world's trade, now that export conditions have returned to a more normal state.

This issue of HARDWARE AND METAL contains editorial data indicating the strides Canada is making as an export country. Elsewhere it is shown that for the fiscal year ending March 31, Canada's trade has increased $165,980,266, with an increase in exports for the year of $23,048,292 as compared with the same period one year ago.

It is reported that a large number of firms, fully representative of the various branches of Canadian industry, are planning to reserve space at the Canadian Industries Exhibition to be held in London, England, next June. This exhibition will serve to put Canadian products before buyers from all parts of the world and will give the widest publicity to the lines which Canada is in position to develop for export.

SUCCESS ATTENDS "BICYCLE WEEK"

FIVE years ago "Bicycle Week" was introduced in Canada, the intention being to set aside a week during which the effort of every dealer handling bicycles would be combined to stir up enthusiasm for bicycles and thereby increase the number in use. The innovation was successful and has since been adopted by dealers in the United States. The past week has marked the period set aside for this year in Canada and bicycle dealers, by maintaining the enthusiasm already kindled, are hoping to reap good rewards. Manufacturers anticipate a larger sale for bicycles this year than during the boom days of twenty years ago. Sales of bicycles in Canada this year are expected to reach as high as 100,000. This will represent millions of dollars in production. Canadian bicycles are also beginning to find their way into export trade, thus it is seen that the bicycle industry is fast coming to the forefront in Canada.

SAYS CONDITIONS ARE NORMAL FOR BUSY TIMES

THE importance of using sound judgment and keeping in full view conditions as they exist is outlined in an article by H. C. Atkins, president E. C. Atkins & Company, who points out that present conditions as to supply and demand and prices are really normal for busy times. He expresses himself further, as follows:

> "Similar conditions as to supply and demand in 1914 and 1915 would have been welcomed with open arms by everybody. Business in every line at present is good. The demand for goods is insistent. The market resembles the prosperous days of 1906 and 1907 without the danger of financial panic which followed over-extension of credits at that time.
>
> "Concerning present high prices: we have learned to regard that situation as normal for the times. Many chronic diseases are far from fatal. High prices are traceable to legitimate causes and are logical and necessary at the present time. They are no longer speculative but what one might term chronic. The further logic of the situation is that these high prices are going to stay high. The 'Wall Street Journal,' March 17, 1920, says:
>
> " 'The Industrial Outlook of the current year is encouraging. Nearly all branches of business have well-filled order books and are operating at as near capacity as physical conditions will permit. Industry as a whole is in a very strong position to go through a period of business expansion without seeking financial assistance from the outside.'
>
> "With the financial situation sound and the demand insistent we should go ahead in a business-like normal state of mind, with an abiding faith that the present conditions are sound fundamentally and will not change for the worse to endanger the prudent and careful business man. Carry your usual stock of goods firm in the belief that there are just as many people living, breathing and carrying on the ordinary pursuits as ever."

Steel Merger is Completed

New Corporation Stands Second Only to U.S. Steel Corporation—Capitalized at Five Hundred Million Dollars—Number of Important Companies Merged

Montreal.—The new British Empire Steel Corporation, the largest consolidation in the British Empire, and second only to the United States Steel Corporation, has now come into definite existence, as an imperial organization. Capitalized at $500,000,000, this Canadian consolidation of steel, coal and transportation companies, associating the iron and coal deposits of the Atlantic seaboard of the Dominion with the steel-making experience and financial resources of Great Britain, is now an accomplished fact, according to Colonel W. Grant Morden.

Included in the consolidation are the following: Dominion Steel Corporation and its subsidiaries; Nova Scotia Steel and Coal Co., Ltd., and its subsidiaries; Canada Steamship Line, Ltd., and its subsidiaries; Canada Foundries and Forgings, Ltd., and its subsidiaries; Maritime Nail Co. and its subsidiaries; Collingwood Shipbuilding Company, Ltd.; Port Arthur Shipbuilding Company, Ltd.; Halifax Shipyards, Ltd.; Davies Shipbuilding and Repairing Company, Ltd.

Merger of Pipe Machinery Manufacturers

BRANTFORD.—The John Hall & Sons, Limited, pipe manufacturers, of this city, have merged with the Williams Tool Corporation of Erie, the largest manufacturers of pipe machinery in the United States, with a capital of one million dollars. John R. Hall & Sons, Limited, are the largest manufacturers of pipe machines in Canada.

The local plant will be known as the Hall Plant of the Williams Tool Corporation. No radical change will be made in the management.

Leslie S. Hall, president and general manager, will be vice-president of the American company, taking an executive position between the two plants. A. R. Hall will be manager of the local plant, and E. L. Williams in charge of the office. E. W. Hall is retiring as secretary, and treasurer of the company, and E. L. Hall will no doubt continue with the new corporation on his return from England.

A large factory is under consideration, but it is too early to give definite plans.

ENTHUSIASM KINDLED BY BICYCLE WEEK

Continued from page 41

try the nucleus of an industry, the product of which in future years will have its place in the markets of the world. Special interest is being taken in bicycle sporting events by reason of the fact that Canada will be represented at the Olympic games in Antwerp, Belgium, by five riders. The idea of holding a bicycle week has been so successful in Canada that it has been adopted in the United States, and bicycle sales are now boosted simultaneously in both countries.

Sample Room for Manufacturers' Agents

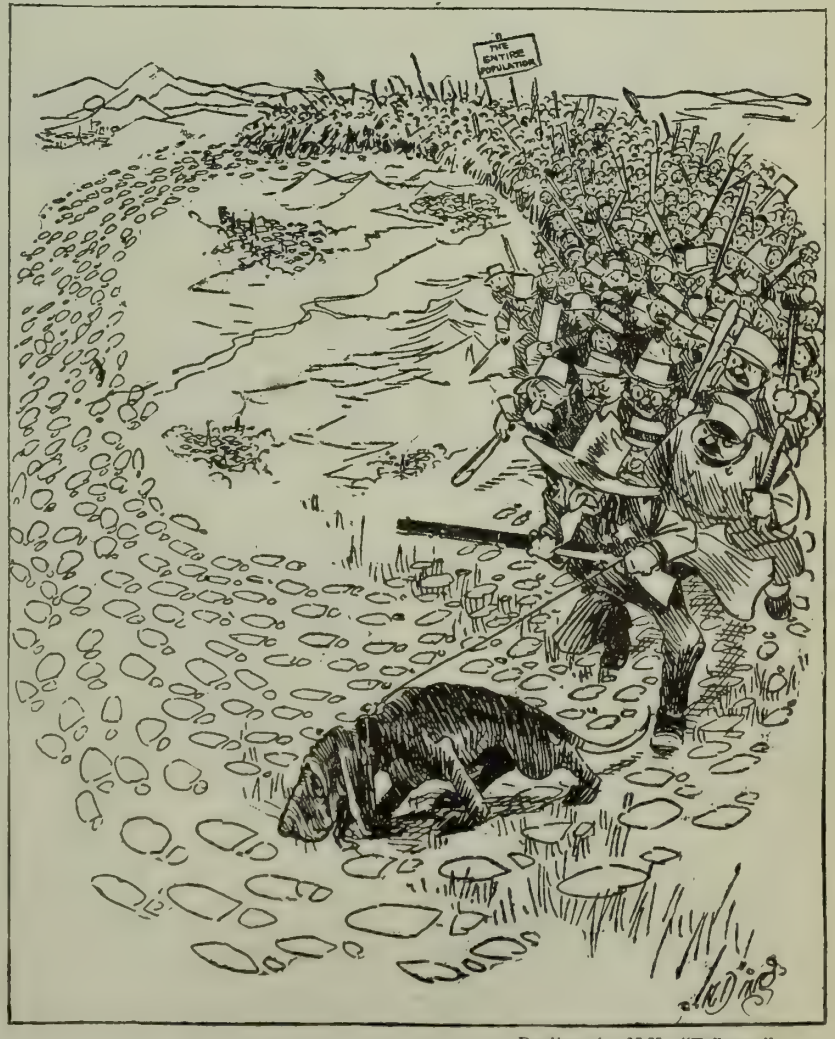
MONTREAL.—Among other novel features recently adopted and made effective by His Majesty's Senior Trade Commissioner in Canada and Newfoundland, a large sample room has been made available for the use of British manufacturers' representatives. This, particularly when such accommodation is limited in Montreal, will enable visiting sales representatives to quickly display their samples before the Canadian buyer. Already the innovation is proving a pleasing success. In addition to this, Captain Edwards has arranged a small private office which, as occasion requires, may be used by visitors from the Old Country.

French Embargo on Hardware

The French Government has put into effect an embargo on the importation of articles of "luxury" and included on the list are certain articles of hardware. The embargo will affect Canadian manufacturers of such lines to some considerable extent. The list consists of one hundred and eighty-seven articles, including cutlery, wall papers, brushes, enamelware and rubber goods. Manufacturers of rubber goods will be affected to the great extent of the lines mentioned as $439,459 worth of such goods were exported to France during the ten month period ending January 1920.

Rosin and Turpentine Imports

Some interesting figures showing the extent of Canada's importations of rosin and turpentine from the United States during the month of February are given in U.S. reports. It is shown that during the month of February Canada imported 3,700 barrels of rosin from the U.S. These importations were valued at $72,-186. Importations of spirits of turpentine for that period amounted to 42,612 gallons having a total value of $79,-693.



Darling in N.Y. "Tribune."

HUNTING THE PROFITEER

EVENTS IN THE TRADE

Business Changes

W. W. Baker, who has been running a hardware business at Granton, Ont., for a number of years, has sold out to W. H. Gunning.

Obituary

Oshawa, Ont. — Frank Robson, vice-president of the Robson Leather Company, died this week.

Incorporations

Ductite Steel Co., Ltd., has been incorporated with head office in Toronto to manufacture iron and steel products.

Perkins, Limited, has been incorporated with head office in Toronto to operate stores in all lines of mercantile business.

Riverdale Leather Co., Ltd., has been incorporated with head office in Toronto to engage in the manufacture of leather articles.

K. Farah & Sons, Ltd., has been incorporated with head office in Toronto to manufacture and sell beds, couches, hammocks, mattresses, etc.

Personals

G. J. Lawrie, hardware merchant, of Maple, Ont., was in Toronto this week on business.

O. B. Henry, hardware merchant, of Drayton, Ont., also of Arthur, Ont., made a business trip to Toronto this week.

Geo. A. Binns, hardware merchant, of Newmarket, Ont., visited Toronto on business this week.

E. Lewis Evans, has joined the staff of Rice Lewis & Sons. Mr. Evans was previously connected with the above firm for a number of years.

K. N. Forbes Goes to Winnipeg

St. John, N. B.—Kenneth N. Forbes, who has been local manager for the Canadian Fairbanks-Morse Co. for the past five years, has been transferred to Winnipeg, where he will manage the office of his company. Mr. Forbes has been held in high esteem by his associates here and by the citizens in general. His successor is Watson J. Hill, who has been with the Fairbanks-Morse for sixteen years.

Building Association Organize

St. John, N. B.—At a recent meeting of representatives of employing painters, builders, contractors, foundrymen, masons and others interested in building and construction work, the St. John branch of the Association of Canadian Building and Construction Industries was organized. A good representation of hardware dealers was included, among whom were: D. J. Barrett, Phoenix Foundry; Phillip Grannan, Ltd.; James McDade; E. S. Stevenson & Co., Ltd.; Union Foundry; J. E. Wilson, Ltd.; Steiper & Co.

Daylight Saving—Yes and No

Brockville.—Brockville has adopted daylight saving for three months, commencing the first of June.

Chatham.—The city council has decided to dispense with the daylight saving by-law for the present season.

Cobourg.—The town council decided to introduce daylight saving time on May 17, to remain in effect until September 6, 1920.

New Plant for Carborundum Co.

Niagara Falls, N.Y.—The Carborundum Co. has acquired from the Alien Property Custodian the plant formerly owned and operated by the Didiermarch Company at Perth Amboy, New Jersey. The plant will be taken over at once and converted to the manufacture of a complete line of carborundum refractories.

In addition to this property, the Carborundum Company acquires sixty acres of high grade fire clay lands at Bonhamton and a clay excavating plant in operation.

The plant will be used exclusively for the manufacture of carborundum refractories for the entire field of high temperature furnace work.

No Glass From Belgium

That there is no hope of relieving the glass shortage in America with supplies of Belgian glass, is the information contained in a report on the plate glass situation by C. E. Herring, trade commissioner of Brussels. He states that it is almost useless for American importers to visit Belgium or conduct negotiations for plate glass because Belgian manufacturers are overwhelmed with domestic and export orders which cannot be filled. Even pre-war customers are receiving less than 50 per cent. of their average pre-war purchases. All the manufactured product of Belgian plants is disposed of by a syndicate and orders will be accepted only for goods ready for shipment. Production is now said to be slightly over 60 per cent. of the pre-war output with prospects poor for increasing it.

Reopen Steel Foundry

Welland, Ont.—An official statement has been given out that the Canadian Steel Foundries of this city, which plant has been closed for a year, will commence operations again in six weeks' time. The rolling mills will engage in steel bars and angles as previously. Mr. Fred. Curtin, former purchasing agent, has returned from Hamilton to take over his former position. The plant, when running at full capacity, will employ 700 men, about 300 being required by June.

Western Firm Changes Name

Winnipeg, Man.—The Winnipeg Ceiling and Roofing Company will in future be known as the Western Steel Products Company. The late W. J. McMartin, who held the position of president of the company prior to his death as recently announced in HARDWARE AND METAL, founded the Winnipeg Ceiling and Roofing Company in 1904.

Appoint Montreal Manager

Montreal, Que.—C. F. Masse, a native of Montreal, has ben appointed local manager for the Northwestern Chemical Company, Marietta, Ohio. Mr. Masse has spent the past five months at the factory in preparation for his present work. The company's branch factory in Montreal was opened about a year ago, and the new appointment bears out the intention to operate a distinct Canadian institution employing Canadian help and securing Canadian raw materials. A sales organization is to be maintained, the Eastern Provinces under the supervision of P. W. Robinson, Montreal, and W. B. Campbell in charge of the Western Provinces.

St. John Firms in Merger

St. John, N. B.—Some local concerns are to be effected in the steel merger proposed under the name of the British Empire Steel Corporation. A meeting of the directors of the Maritime Nail Co. was held last week, at which it was decided to recommend to the stockholders the acceptance of the terms. The James Pender Co. will be included in the merger also. It is likely that S. E. Elkin, M.P., will head the local end of the organization. Speaking of the merger yesterday, Mr. Elkin said: "The promoters of the merger have big plans and the working of those plans will be very beneficial to St. John."

Another Industrial Congress

Calgary, Alta.—Continuing the work commenced at the Industrial Congress held in Alberta last year, a similar congress is to be held this year on a more comprehensive scale in conjunction with the Province of British Columbia. The congress will be attended this year by members of the Canadian Manufacturers' Association, whose annual meeting will be held in the West immediately following the congress sessions. Delegates to the congress will assemble at Medicine Hat on June 2 and will proceed to Lethbridge, Calgary, Edmonton, Vancouver and Victoria between June 2 and 11. At each stop visits will be paid to local industries; addresses and exhibits will also be a feature at the larger centres. The aim of the congress is to assist in the development of the great natural resources of the Western Provinces and to assist in creating a better understanding of the country's problems, as between the East and the West.

Compensation Act Amendments

A number of important amendments to the Ontario Workmen's Compensation Act, as formerly outlined in HARDWARE AND METAL, have now been made ready for presentation to the Ontario Legislature.

Some of the more radical proposals are:

1. An increase from 55 per cent to 75 per cent. in the compensation rate.
2. A minimum rate of $12.50 per week.
3. Increased allowances for widows and children.
4. Making all increases retroactive to 1st January, 1915.

These amendments will mean a direct increase of 36.3 per cent. in the present compensation, and will necessitate a great increase in the rate of levy on the industries now in operation, which will be obliged under the retroactive feature of the bill to provide not merely for their own pensions but for the trail of pensions left behind by munition works and other industries which have done business from time to time since 1915, but have now been wound up.

German Steel in Britain

The fact that German steel manufacturers are in the British market and have actually made deliveries, has created quite a stir in the trade according to a report in "The Ironmonger." Continuing, it states that it had been believed that disturbed conditions in Germany would put German manufacturers out of the market for some time, but now a quantity of German steel, not less than 10,000 tons, has been sold for delivery by May. "Despite revolutionary conditions in Germany manufacturers have kept to their contracts. The business has been confined to relatively few firms in this country, the material being purchased largely for export, although limited quantities are for consumption in Britain."

Hardware Dealers Are R.M.A. Officials

Brandon, Man.—J. E. Curran, Brandon Hardware Co., was elected first vice-president of the Brandon branch of the Retail Merchants' Association at its recent annual meeting. John Popkin, of Johnson Hardware Co., was elected secretary. It was the unanimous decision of the merchants to close on Thursday afternoons during May, June, July, August and September. The city will be asked to make a by-law to this effect.

HARSH TREATMENT OF INNOCENT OFFENDERS OF REVENUE ACT

The following letter has been sent to HARDWARE AND METAL by R. M. Clements of Clements & Co., Milton, Ont. Its publication may carry a warning to others in the trade and so prevent them from being taken unawares and fined by the officers of the Revenue Department where insufficient notice has been given the dealers:

The Editor,

Hardware and Metal,

While R. M. Clements, manager of the firm of Clements and Co., Milton, was in Bermuda in March and early part of April last, a shipment of Dr. Hess' Stock Goods came in. Included in this shipment was 1 doz. Roup Cure, an article that had never been in the store before. Along came a Revenue Officer and purchased a 25c package without the customary 1c stamp affixed, from a clerk who is a returned soldier and taking a vocational training since February. A charge was laid and Clements and Co. on May 4th was fined $50.00 and costs. The officer of the law said he had warned the Drug and Feed Merchants two years ago but hadn't called on the Hardware. Even if he had called on the Hardwares at that time both R. M. Clements and the young clerk who sold the goods were "Overseas." Surely the Government can find some more gentle way of warning innocent offenders than issuing such a Bolshevist method, especially since this firm had been putting the necessary stamps on the regular line of Stock Foods in pails and packages, but this being a new line it never occurred to the clerk that it came within the law.

Cancel Prepayment Clause

Steps were about to be taken in protest of the action of United States railways in demanding the prepayment of freight to Canadian destinations in U. S. currency, when that clause was withdrawn. This section has now been rescinded and U. S. railways will allow reconsignment at the border to Canadian points, thus permitting payment being made for the Canadian haul in Canadian currency. This announcement precluded action on the part of Canadian coal dealers from raising the price of coal 50 cents a ton, the effect of which would have been felt in many other departments of the trade as well.

Steel Output Increased

Steel and other metal industries in the Maritime Provinces showed increased activity during March, according to a report in "The Labor Gazette." One large plant showed the following increase over the previous month:—Pig iron, 18,300 tons; ingots, 23,800; blooms, 2,750; billets, 5,400; rails, 3,350; rods, 9,260; plates, 2,500; fit rails, 700; wire, 200; nails, 1,850. Output was partly hampered by the shortage of cars affecting receipt of equipment and material. The stove, furnace and metal roofing industries continued active during the month. At Halifax activity in the skate, bar, iron nuts and bolt trades continued steady with good prospects.

Want Canadian Business

N. L. Hutchinson, buyer for the J. H. Ashdown Hardware Company, Winnipeg, has recently returned from England, where he attended the British Industries Fair in London, Birmingham and Glasgow.

Discussing various phases of trade conditions in England, Mr. Hutchinson states that while at the present time only skilled workers can work at the building trade, the Government is endeavoring to allow unskilled labor to work as well, due to the shortage of houses and offices in England. There is very little unemployment.

While Mr. Hutchinson was in England, there was a threatened strike in the cutlery trade, the workers demanding 25 per cent. increase, but were likely to arbitrate and get only 15 per cent. English manufacturers are said to be able to make reasonable deliveries on small arms. The situation was improving in regard to delivery on butcher knives and razors. Pocket knives were scarce. There will be no delivery of edged tools, such as chisels, for a long time. The Sheffield manufacturers of cutlery did not exhibit at this fair due to the fact that they cannot make deliveries for some time. Orders placed now for cutlery could not be delivered for a year's time. Mr. Hutchinson remarked that the English paint firms were anxious for Canadian business.

American Tinplate in Europe

Dealing with the offers of American tinplates on British and European markets "The Ironmonger" states that such offers have upset the merchant trade in England even though the terms asked are not such as to render them serious competitors of the Welsh manufacturers. American demands of irrevocable credit have been considerably modified. Continuing it states: "With the exception of a few large contracts the American tinplates have been sold in small quantities. Our merchants have not bought to the same extent as Continental houses owing to doubts regarding delivery and to a dislike of selling terms."

Newsy Notes From Here and There

PORT PERRY, Ont.—A. M. Roberts of the Carnegie Hardware has gone to Otterville to start business as a tinsmith and plumber.

HUNTSVILLE, Ont.—A quiet but very pretty wedding took place at Huntsville on Wednesday, April 29th, when Mr. Allan T. White, travelling representative of Whites, Limited, Collingwood, was married to Miss Olga Bushfield.

WINNIPEG, Man.—W. S. Fallis, of Montreal, managing director for the Sherwin-Williams Company of Canada, was a recent visitor in the city. Mr. Fallis, when Western manager for the company, was a resident of Winnipeg.

MONTREAL. — George Henderson, president Brandram-Henderson, Ltd., was away this week to the Eastern branch at Halifax.

George F. Sheppard, manufacturers' representative, has moved his offices from the Shaughnessy Building, McGill Street, to the Southam Building, 128 Bleury Street.

W. P. Walsh, Martin-Senour representtive at Halifax, was in attendance last week at the "Save the Surface" convention at Montreal.

MONTREAL.—J. N. Warminton, of J. N. Marminton and Co., steel goods importers, left on a business trip to France, Belgium and England ,and will be absent several months.

H. J. Knapp, representing Ashcroft Manufacturing Co., Consolidated Safety Valve Co., Hayden and Derby Mfg., Co., and Hancock Inspirator Co., New York, is expected in Montreal next week.

MONTREAL, Que.—Other visitors included Harry M. Patterson, president of the Stratford Brass Co., Ltd.; O. A. DeGraw, Sales manager Western Clock Co., Martin LeMetis, representing the American Steel Wool Manufacturing Co., New York; R. R. Ross Canadian Fasteners Limited, Hamilton.

MONTREAL.—Alexander Gibb, Manufacturers' Representative, is spending a few weeks at Atlantic City. John Richardson of Richardson and Bureau, Manufacturers' Representatives, is away to the Maritime Provinces for a couple of weeks; James Robertson, president the Thos. Robertson Company, is away this week to Atlantic City.

MONTREAL.—Visitors to the city this week included the following:—F. R. Crawford, Maritime representative for Paint & Varnish, Limited, St. John, N. B., attended the "Save the Surface" convention, also J. R. Houle, Quebec representative for Paint & Varnish, Limited. C. A. Bower, representing Pratt and Lambert, Inc., was this week a Montreal visitor, and L. M. Croft, president and general manager of S. C. Johnson and Son, Canadian branch, was calling this week on the Montreal trade.

T. F. Moneypenny, Mr. Mihell and Mr. Penberthy were in Montreal attending the "Save the Surface" convention last week.

MONTREAL.—Richardson and Bureau, 55 St. Francis Xavier Street, Montreal, have been appointed Canadian sellinng agents for products of the National Machinery Co., Ltd., Montmagny, Quebec.

Winnipeg Plans "Paint Up" Campaign

Winnipeg, Man.—Members of the Winnipeg Paint Club are planning the commencement of a "Paint-Up" campaign, bearing out the work of the "Save the Surface" campaign. It will take the form of extensive advertising, in which street car advertising will be used.

LETTERS TO THE EDITOR

These columns are open to contributions upon any topic of interest to the trade, it being understood that the views expressed are those of the contributors, and do not necessarily imply editorial indorsement. Names of contributors will be withheld, if desired, but name of writer must accompany correspondence as an evidence of good faith.

INCOME OR PROFITS TAX

The following letter dealing with this subject is from The Blairmore Hardware Company, Blairmore, Alberta:

The Editor, HARDWARE AND METAL,
Toronto, Ont.

Dear Sir:—

Re income or profit tax—I have read with great interest the discussion which is taking place in your paper regarding the above, and also the contemplating of another tax by the Finance Minister in order to make both ends meet. There is no doubt the present income tax, as instituted, is the most fair and just that could be drafted, that is, if it were possible to economically and thoroughly collect it as intended; but the income tax as we see it created a profitable field for tax-dodgers, and if we are to believe the reports that appeared in Hansard lately (and we have no reason to disbelieve them), the collecting of the income tax in the past has been nothing but a farce. In other words, the income tax is like that prohibition law of ours, it does not hit the people it intended to hit. And nobody seems to have anything to suggest to remedy the situation without enormous clerical and travelling expenses to the Finance Department. Then came the idea of a turnover tax; while this tax, no doubt, would be a better revenue-producer, it would eventually be borne exclusively by the consumer, which, rightly enough, does not seem to be the policy of the Government.

But why not tap the main artery and tax the land? When it comes to taxation, land is the main river, and all other forms of taxation become but tributaries. Why not levy one mill, or part of it, according to requirements, each year, taking municipal assessments for basis: but when I say tax the land, I mean all lands, vacant or otherwise, surface rights, timber rights, mining rights, oil rights, regardless of ownership. Such a tax could be collected through land title offices, municipal offices, etc., at a comparatively small expense, and to my mind, cannot help but be fair.

Taxation in Canada (in fact all over the countries that took part in this Great War) will be "some problem" to solve, and the more widely discussed the subject is the better it is, and I certainly welcomed the opening of the columns of your valuable paper for the purpose.

Every hardware man is vitally interested in the subject, and each one of us should offer what he has in the way of suggestion. Thanking you in advance, I beg to remain,

SUGGESTS DEPOSITS TAX

A letter dealing further with the question of taxation and suggesting a levy on deposits is from Wm. Q. Phillips, Sarnia, Ont.

The Editor, HARDWARE AND METAL,
Toronto.

Dear Sir:—

The discussion of a proposed turnover tax turns chiefly on the principle of the thing. Is it reasonable, and can it be applied fairly? A few years ago we should have said "No; business taxes should be based on profits, and there is no fixed relation between profits and turnover."

But probably the Finance Minister would say that any tax that can be efficiently collected and will yield a good revenue is good principle, for the Government needs the money. If this is right, then we turn to the problem of collection. My own opinion is that it would be very troublesome and expensive in operation.

We have had some experience with the excess profits tax, which touches only those business enterprises with $50,000 capital or more; and also with the income tax, which applies as an alternative to any business with profits of more than $3,000 a year.

These taxes apply only to enterprises which will probably keep proper books of account, and can report their profits with reasonable accuracy. Yet there has been great delay in collecting the taxes, for the reason, I understand, that the Commissioner of Taxation has undertaken to audit the books of contributors, so far as may be required, and the work is far behind.

However, if we admit the principle of a turnover tax then there is a way of assessing and collecting it that will require no large staff of officials, and there will be no prying into private affairs. The method would be to tax turnover as shown by the bank clearings, which for 1918 were over 13 billions. This includes only the clearings of important centres, but since most remittances find their way to a bank clearing house sooner or later, the totals are fairly representative. Of course, we cannot tax them directly, for they are bookkeeping totals, but we can get what is wanted by taxing bank deposits, collections, discounts and other items at the moment they go to the credit of the customer.

A trader goes to the bank with a $1,000 deposit. The teller deducts the tax, say ½ of 1%, which would be $5.00, and that is all there is to it. Every branch would list its tax collections daily, and report them to the head office, and the head office would credit the Minister of Finance. The system would be automatic when once established, and the money would come in continuously.

The scheme is an ideal one for nicking the dollar when the dollar is there. To those who say, "Oh, we must not think of taxing deposits." there is the answer that you cannot make an omelet without breaking eggs, and the best time to take a man's money is when he has the money to take.

Hardware Letter Box

TENNIS RACKETS

Cochrane Hardware Limited, Copper Cliff, Ont.—Can you tell us where we can purchase Wright Ditson tennis rackets?

Wright Ditson tennis rackets can be purchased from the following:—Harold A. Wilson Company, 299 Yonge Street, Toronto, Ont.; Wright & Ditson, Inc., Boston, Mass.—Ed.

CHANNEL TIRE STEEL

The Martineau Co., Ltd., Quebec.—Can you tell me where we can procure channel tire steel?

Channel tire steel can be procured from the United States Steel Products Corporation, Royal Bank Building, Toronto, Ont.—Ed.

CORK FLOORING

The Finkbeiner Hardware Co., Milverton, Ont.—Can you tell me where to procure cork floor matting for church aisles?

Floor matting for church aisles can be procured from Armstrong Cork & Installation Company, Toronto, Ont.—Ed.

MALLEABLE IRON CASTINGS

Hollands Manufacturing Company, Erie, Penn.—Can you give the names of the foundries in Canada who make malleable iron castings?

The names of some of the foundries in Canada who make malleable iron castings are the following: International Malleable Iron Co., Guelph, Ont.; Pratt & Litchworth, Brantford, Ont.; Galt Malleable Iron Co., Galt, Ont.; Owen Sound Malleable Iron Co., Owen Sound, Ont.; Ontario Malleable Iron Co., Oshawa, Ont; Fittings, Limited, Oshawa, Ont.; McKinnon Industries, St. Catharines, Ont.; Smiths Falls Malleable Iron Works, Smiths Falls, Ont.—Ed.

STEEL BUCK SAW FRAMES

The Martineau Co., Ltd., Quebec, Que.—Can you tell me the names of manufacturers of steel buck saw frames?

Shurly Dietrich Co., Ltd., Galt, Ont.—Ed.

CROCKERY, CHINA, CUT GLASS

Mr. H. A. Hess, Evesham, Sask.—Can you give names of wholesalers and manufacturers of crockery, fine china and cut glass?

The names of wholesalers and manufacturers of crockery, fine china, and cut glass are the following:—Cassidys Limited, Montreal and Winnipeg; Gowans, Kent & Co., Ltd., Toronto; Gundy, Clapperton Co., Ltd., Toronto; Geo. Phillips & Co., Montreal, Que.; Ontario Crockery Co., London, Ont.; Johnson & Barbour, London, Ont.; Quintee Glass Co., 57 Queen St. West, Toronto.—Ed.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

868. **Mill and tool steel in bars, round, square, flat and hexagonal.**—A Buenos Aires firm of manufacturers' representatives with an established clientele are desirous of handling these articles on a commission basis.

871. **Enamelware.**—A British firm in Guatemala city, Guatemala, would like to get into communication with Canadian manufacturers of enamelware.

872. **Rubber goods.**—The Holland office of a Toronto firm would like to get in touch with Canadian exporters of mechanical, druggists' and surgical, and plumbers' rubber goods.

Paper Containers, Tin Boxes and Cans

American Auto Specialty Company, Sault Ste. Marie, Ontario.—Can you advise us where we can procure paper containers, also tin boxes or cans?

Paper containers are manufactured by thefollowing: Rudd Paper Box Co., Toronto; Lawrason, Doughty & Co., Toronto; Automatic Paper Bag Limited; Dominion Envelope and Carton Co., Toronto; Collett Sproule, Limited, Toronto.

Cans can be procured from the Whittall Can Company, Limited, Montreal.—Ed.

Automobile Upholstering Material

A. M. Robinson, Esq., Prelate, Sask.—Can you advise us of the names and addresses of Winnipeg firms handling automobile upholstering material and supplies?

Firms handling automobile upholstering material and supplies are as follows: J. H. Ashdown Hardware Co.; Great West Electric Co., Ltd.; Motor Products, Limited; Wood Vallance Limited; Marshall Wells Co., Limited; Merrick-Anderson Co., Ltd.; Miller-Morse Hardware Co., Ltd.—Ed.

KNIFE CLEANING MACHINES

Dunbar & Ragan, Stettler, Alta.—Can you tell me where to procure knife cleaning machines?

Knife cleaning machines may be procured from the Kent Mfg. Co., London, England; Wrought Iron Range Company, Limited, 149 King St. West Toronto; George Sparrow & Company, 119 Church St., Toronto, Ont.—Ed.

PARK FOUNTAINS

Cochrane Hardware Ltd., North Bay, Ont.—Can you tell us where the procure park fountains?

Park fountains may be procured from Empire Mfg. Company, London, Ont.; Standard Sanitary Mfg. Co., Toronto; Hope Sanitary Mfg. Co., Toronto; James Morrison Brass Mfg. Co., Toronto; Canada Metal Co., Ltd., Toronto; Amherst Foundry Co., Amherst, N.S.; Galt Brass Co., Ltd., Galt, Ont.; H. Mueller Mfg. Co., Sarnia, Ont.—Ed.

Catalogs and Booklets

The Office Specialty Mfg. Co., Newmarket, Ont., have issued a new general catalogue No. 1975, containing 96 pages of well-illustrated matter showing different styles of filing cabinets, filing systems, special maps and map cabinets, record safes, vertical and horizontal, card index files, also a complete line of tables, desks, stands, trays and many other lines manufactured by the company.

They have also issued a new catalogue, No. 1850, describing their filing system supplies. This also is very well illustrated and contains 72 pages, and describes fully the many systems of filing, correspondence, catalogues, circulars and other special papers. It also contains folders and file pockets, index, tabs, transfer cases, paper clips, perforators, clip files and many other sundries and accessories manufactured by the company.

The manufacturer will gladly mail either of the above catalogues or both upon request to readers of HARDWARE AND METAL.

De Haven Manufacturing Co.

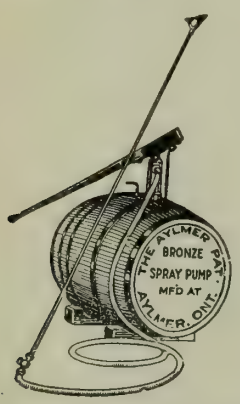
De Haven Mfg. Company, 50 Columbia Heights, Brooklyn, N. Y., have issued a very attractive booklet on box strapping and metal specialties for the shipping department. Besides much descriptive reading the book contains many cuts and illustrations of the line manufactured by the above company, which includes box strapping on reels, special lines of embossed box straps, such as self measuring, with marker over twelve inches, also the different embossed designs, self drawing wire stamp, steel packing hoops, cold rolled steel band, baled tie buckles, clutch nails, flexible pail clasps, pail hooks, detective seals, corrugated steel fasteners, oval tag fasteners and other lines. The book is very attractive and is neatly arranged and is made up into a pocket edition so as to be possible to be carried around. Readers of HARDWARE AND METAL may have one on request from J. N. Warminton & Company, Montreal, who are Canadian selling agents for this line.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

The Canadian Potato Machinery Co., Ltd.

The Canadian Potato Machinery Co., Ltd., Galt, Ont., are offering to the trade their O.K. Aylmer sprayer, formerly manufactured by The Aylmer Pump & Scale Co., which they claim is an all-round sprayer and can be used to do the



TREE AND SHRUB SPRAYER

spraying to the ordinary farmer such as spraying fruit trees and shrubs, disinfecting and whitewashing coops and stables. With the adjustable attachment it can be put in a democrat to spray all kinds of field crops such as potatoes, celery, wild mustard in grain, etc.

The following is a description by the manufacturers: The cylinder, pistons, valves, etc., are made of high-grade brass, accurately machined. The handle operates the cylinder to which the agitator is attached, so that the extra labor required to operate a mechanical agitator is eliminated, besides the advantage of having the liquid agitated at the point of intake, which prevents clogging.

The leverage obtained by the fulcrum handle makes the pump easy to operate, giving double the power to the pump, so that an easy motion of the handle keeps the nozzles supplied. Another feature of the working parts is the construction of the piston, it being equipped with piston rings which operate in the cylinder, eliminating the possibility of lost compression by the blowing out of packing.

Each outfit is supplied with a spray calendar suitable for Canadian conditions, so that the operator will know what mixture to use and when to spray.

The above-named firm have also issued a new catalogue on sprayers, which describes and illustrates compressed air and two-row sprayers, etc., as well as the above. The makers will mail a copy to readers of HARDWARE AND METAL on request.

The Wayne Manufacturing Co.

The Wayne Manufacturing Co., 124 Sydney St., St. Louis, Mo., are putting on the market their new washing machine which is registered under the trade name "Wayne." They state that its construction is fool-proof and is constructed on the rocker type on the principle that the action of the tub agitates the water, forcing it through the clothes. No projections are necessary and thus there is also a minimum of wear on the clothes.

The manufacturers describe their new machine as follows: Simplicity is a feature of the "Wayne" rocker. There are but seventeen moving parts. All the bearings are oilless and the dirty oil can is done away with; by this means the danger of neglect and consequent scarred and cut bearings—and general breakdown of the machine—are eliminated, the copper or galvanized tub is not fastened to the machine by any bolts or rivets, but merely rests in the rocker cradle. Thus, with any injury due to accident or wear or tear of use through years of operation, the machine need not be scrapped. Because of the fact that the tub can be easily removed, the machine is sanitary, as by removing the tub the entire mechanism inside the cabinet can be easily and quickly cleaned.

WASHING MACHINE

In construction it is as strong as it is possible to make it. The frame is of channel and angle steel, welded. The panels are of sheet steel japanned. The tub is copper, heavily tinned on the inside. The wringer has all the features of simple control, swinging to various positions; is reversible and is equipped with a perfect quick release device.

The simple, strong and efficient construction, and the absence of bearings which need constant attention and oiling, make it an attractive washer, as only the motor and one clutch need attention a few times a year.

Mueller Electric Co.

Mueller Electric Co., 425 High Avenue, Cleveland, Ohio, have put on the market their new universal battery clip, which they state has many improvements, such as being made of steel and lead coated, the teeth of the jaws bite through cor-

BATTERY CLIP

rosion on dirty battery terminals, and make a good contact without the necessity of scraping the corrosion of the terminals. The jaws are made to open as wide as 1½ inches in order to be ample to take the large size battery terminals. The channeled necks are made with the object of having great strength. The lead-coated helical springs are oil-tempered wire with an 18-pound bite to hold jaws on battery terminal and are readily renewable. The humps in the metal are also for the purpose of reinforcing the neck at the upper bend. The contact screw has an undercut head to hold the lead or jumper wire. It also has lips to clamp down on the insulation of the lead or jumper wire to relieve the conductor strain. The double-lipped hinge also is made with the idea of preventing the jaws from offsetting. It also has flanges which reinforce the side members and retain the spring in place, as well as a flange to reinforce the neck at the lower bend.

The manufacturers claim that with the use of these clips the car owner is enabled to charge lighting and starter batteries without disconnecting them or removing them from the car, and are especially recommended for use as a quick and ready means of connecting storage batteries for charging. To charge batteries in series, provide a number of pieces of flexible cord or cable of suitable size and length and equip clips at each end, using these jumpers to connect the batteries by snapping the clips over the lugs.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

A HEAVY budget of advances in hardware prices has been made this week and many commodities have been affected. Especially does this apply to lines having iron or steel as their basic material. Little relief has been shown in the wire nail situation and an advance of 35 cents over the base price has been made.

Other important lines that have higher prices are: Sheets and plates, brass escutcheon pins, weather strip, molasses gates, self-wringing mops, alarm tills, machinists' hammers, shoe lasts, chair seats, horse and wool cards, step ladders, sporting goods, prepared wax, window shades, heel chains, cast washers, roofing caps, pipe fittings, foot valves, rolling pins, injectors and ejectors, grease cups, stocks and dies, automobile wrenches, screw drivers, post drills, pipe cutters, cabinet clamps, D tops and fork handles, sash weights, bread knives and pipe fittings. Shaft splices, watches, sheep dip, boat spikes, hand saws and churns also have higher revised prices.

The tie-up of freight transportation on the United States railroads has aggravated the shortage of many commodities coming from this source. Especially is this true of shipments of coal and raw material consigned to factories, etc.

Jobbers state the present demand is a heavy one and that they are having great difficulty in securing sufficient supplies.

Collections are very satisfactory and present indications point to a brisk turnover for the balance of the spring season.

MONTREAL MARKETS

MONTREAL, May 6—Even more numerous this week are the changes on various hardware lines, the revisions being nearly always of an upward nature. Those goods made of steel are naturally in the majority. Steel curry combs, for instance, are entirely revised and new prices will be found elsewhere. Prepared wax is 10 per cent. higher. Window shades are up. Heel chains, cast washers and roofing caps are now on a new high price basis. Pipe fitting discounts are revised upward. Foot valves are marked on a new high basis, while rolling pins and wood butter moulds are all higher. Lubricators, ejectors and injectors, grease cups, cheap lock sets, etc., are revised upward. One line of stocks and dies are marked higher. Forges, blowers and automobile wrenches are being changed for a higher price basis. Automobile wrenches are higher, as are also certain types of screwdrivers. Post drills, pipe cutters and common cabinet clamps are all marked higher. Shoe lasts, veneered chair seats, horse and wool cards, step ladders, decoy ducks, sporting goods, have joined the procession in the trend upward. Fibrewares are selling on a new high list. Coal oil and gasoline are firm and may go up. Solder is down one cent and old materials are sagging somewhat. London cables state that tin has slumped twenty pounds, but spot prices here are firm.

Advance is Made For Various Curry Combs

Montreal.

CURRY COMBS.—Higher prices are effective for curry combs of various styles, and the list is subject to a discount of 30 per cent. Net prices are available on a number of lines. Number 48 is selling at $3.25 per doz., net; 98, $2.38; 100, $3.36; 101, $1.65; 102, $1.93; 111, $1.85; 121, $1.96; 147, $2.80; 270, $2.90; and 127, $3.80.

Window Shade Prices Are Revised Upward

Montreal.

WINDOW SHADES.—Prices on various shades are now higher, existing quotations on some numbers being as follows: Plain, Dominion, 3x6 feet, doz., $12.70; 3x7, $14.80; lace, same sizes, $16.90 and $19; with insertion, $17.25 and $19.35; with lace and insertion, $21.40 and $23.50. Corresponding prices for Regal line, in the same sizes and styles are, per doz., $17.60, $20.05, $21.75, $24.30, $22.10, $24.65, $26.75, and $27.60.

Prepared Wax is Costing More Money

Montreal.

PREPARED WAX.—Higher prices are being asked for Old English floor wax. While net prices are not to hand, the advance approximates ten per cent.

Heel Chains Are Revised Upward

Montreal.

HEEL CHAINS.—Higher prices are effective for heel chains, No. 85x5-16, with 4 links, selling at, per doz., $3.50; No. 90x5-16x5, $3.75; and No. 150x5-16x 5, $1.80.

Cast Washers Up; Roofing Caps Higher

Montreal.

WASHERS AND CAPS. — Higher prices are effective for cast washers, these selling at ten cents a pound.

Roofing caps, also, are marked up, the present price of these to the trade being 11½c per lb.

Advances Are Made For Rolling Pins

Montreal.

ROLLING PINS.—Increased prices are effective for wood rolling pins. The plain handle type are selling at $3 per doz., and those with enamelled handle $3.50.

"Save the surface and you save all" *Paint & Varnish*

The Paint For The Purpose Will SAVE THE SURFACE

The educational effect of the "Save The Surface" campaign is creating in every community a truer appreciation of the value of paint and varnish as surface-protecting mediums.

The increased demand resulting from this publicity will mean much to the paint dealer particularly if the stock he carries has the quality that will truly save the surface.

Sherwin-Williams Paints and Varnishes have this quality to a marked degree. They are the ideal surface savers. And the paint buying public know the "Cover the Earth" trade-mark to be an assurance of a quality product that will protect and beautify.

Sherwin-Williams dealers are right in line for a good, big share of this new paint demand. For in addition to the "Save the Surface Campaign" they have back of their selling efforts the greatest selling force of all—the confidence of the public in the quality of the goods.

If you are not now selling these products, and would like to learn about the exclusive S-W Agency proposition, write us to-day for full particulars.

SHERWIN

Co. of Canada

PAINT, VARNISH AND COLOR

FACTORIES : MONTREAL, TORONTO,

Offices and Warehouses: Montreal, Toronto, Winnipeg,

"Save the surface and you save all" *Paint & Varnish*

The Paint For The Purpose Will SAVE THE SURFACE

Whatever surface it is that requires protection, the safest plan is to use the right quality product for that purpose.

It is true economy to use a paint or varnish of known merit, and property owners everywhere have learned by experience that Sherwin-Williams products are thoroughly dependable. All over the world they are recognized as standard—the high quality never varies—They are truly the safe choice.

The volume of paint sales is greater to-day than ever before. People are following the doctrine of "Save the Surface" and Sherwin-Williams dealers are naturally getting the greater share of this business. The quality of the line is so well known that the S-W dealer is selected in preference to all others by paint buyers.

A postcard will bring you full particulars of our agency proposition.

WILLIAMS *Limited*

MAKERS: LINSEED OIL CRUSHERS

WINNIPEG, LONDON, ENG.

Calgary, Vancouver, Halifax, N.S., London, Eng.

An Advance Made For All Foot Valves

Montreal.

FOOT VALVES.—An advanced price basis is effective for foot valves, both black and galvanized. Prices are as follows on the regular sizes: 1¼ in., black, 65c; galv'd, 90c; 1½ in., 80c and $1.20, and 2 in., $1.10 and $1.75.

Butter Moulds Go To Higher Basis

Montreal.

BUTTER MOULDS.—Prices are revised on butter moulds, and very probably other butter wood tools will follow. The present price on one pound size is $2.75 per dozen.

Lubricators and Grease Cups Are Advanced

Montreal.

LUBRICATORS, GREASE CUPS.—Penberthy goods are marked higher, and while the increase and revision applies to the various lines, only a few net prices are available. Lubricators of this make are selling now as follows: Half pint Polar, each, $10.45; 1 pint, $12.65; grease cups, 950-953, discount 33 1-3 per cent.; 954, 25 per cent.; oil cups, 300-303, plus 5 per cent.; 304-305, 5 per cent. off; injectors, 50 per cent. off; ejectors, XL 96, 55 per cent.; air cocks, tee and lever handle, 10 per cent. off.

Cheap Lock Sets Again Marked Up

Montreal.

LOCK SETS.—Higher prices are again effective for lock sets of the cheap or ordinary variety. The one-piece style is now selling at $11.40 per doz., and the two-piece at $10.20. They are said, by the jobbing trade, to be particularly scarce.

Stocks and Dies Being Quoted Higher

Montreal.

STOCKS AND DIES.—Prices are revised on Oster line of stocks and dies. On the list prices applying to these lines it is now necessary to add 35 per cent. to obtain the correct trade prices.

Automobile Wrenches Follow With Advance

Montreal.

WRENCHES.—Advanced prices are effective for automobile wrenches. This increase applies to Walden Worcester wrenches and the advance approximates 10 per cent.

Forges and Blowers Have New High Prices

Montreal.

FORGES AND BLOWERS.—Prices are higher this week on various blowers and forges. No. 73 are quoted at $44 each; No. 76, $36.50; 83, $40; 85, $24; 100, $14.20; 101, $16; 150, $12.25; and 151, $13.50.

Combined blowers and forges are selling as follows: No. 42, each, $36; No. 45, $27.

Post Drill Prices Show Varied Advances

Montreal.

POST DRILLS.—A number of advanced prices are available on post drills, and net prices on some of the popular makes are: No. 92, each, $9.50; 93, $19; 96, $26; and $98, $15.

Pipe Cutter Prices Register an Advance

Montreal.

PIPE CUTTERS.—Higher prices are applicable to Trimont pipe cutters. Number one are selling at $3.75 each; No. 2 at $5; and No. 3 at $8.25.

Beltings Very High; May Advance Again

Montreal.

BELTINGS.—Prices are very firm on belting. HARDWARE AND METAL is informed that advances on both leather and rubber beltings are not improbable, and these may be effected at an early date.

Common Clamps Are on Higher Basis

Montreal.

CLAMPS.—Advanced prices are in effect on common cabinet clamps. No. 3 are selling at $8.60 per doz.; 4, $12; 5, $15; 6, $19.50; 8, $33; 10, $39; and 12, $50.

Shoe Last Prices Are Marked Higher

Montreal.

SHOE LASTS.—Three-leg shoe lasts are higher. The new prices being charged the trade are $7.20 per dozen.

More Money Asked For Veneer Chair Seats

Montreal.

CHAIR SEATS.—Prices are revised to higher levels on birch veneered chair seats. The present net prices, per dozen, are: 13 in., $1.70; 14 in., $1.80; 15 in., $2.10; and 16 in., $2.30.

Horse and Wool Cards Are Higher

Montreal.

WOOL, HORSE CARDS.—Prices on wool and horse cards are up. No. 5 wool cards are selling at $22.50 per doz., and No. 813 at $21.50. Horse cards. No. 04, are priced at $5 per doz., and No. 4 at $6.25.

Screw Driver Prices Show Quite an Advance

Montreal.

SCREW DRIVERS.—Higher quotations are made on Perfect Handle screw drivers, the jobbers selling these as follows: No. 3, per doz., $5; 4, $5.40; 5, $6.25; 6, $7.50; 8, $10; 10, $12.50.

Machinist type, 4½ in., are $15 per doz.

Advance is Imminent For Step Ladders

Montreal.

STEP LADDERS.—Prices are very firm on step ladders, and jobbers expect to be quoting higher prices immediately. The prices are expected to run from 30 to 35c per foot.

New Safety Razors Are Available

Montreal.

SAFETY RAZORS.—Prices are now being quoted by the jobbing trade on new lines of Auto Strop safety razors. No. 350 is quoted at $5.50 each; 351, $5.50; and 400, $6. The usual 25 per cent. trade discount applies.

Increases Are Made For Decoy Ducks

Montreal.

DECOYS. — Jobbing prices to the trade on decoy ducks are marked higher. Glass Eye are now quoted at $15 per doz.; Tack Eye, $14.50, and Painted Eye, $14.

Revised List and Price on Various Sporting Goods

Montreal.

SPORTING GOODS.—Reach line of sporting goods, including balls, bats, gloves, etc., are subject to a new list and discounts. HARDWARE AND METAL understands that these prices and discounts record advances for the various lines shown.

New List Issued on Fibre Wares

Montreal.

FIBREWARE. — Manufacturers of these goods have issued to the jobbing trade a new list on these goods, including pails and tubs. The prices represent an advance over those obtaining prior to the issuance of this list of ten per cent.

Great Nail Scarcity; Wire Goods Moving

Montreal.

NAILS AND WIRE.—Prices on nails hold steadily firm. The greatest anxiety to the trade at this time is that of delivery. On every side there are complaints regarding short stocks, and it would seem that there will be, throughout the summer, great difficulty in obtaining requisite supplies, particularly of the popular sizes used in rough building. There has been no change of price, standard wire nails being still based at $5.85 per keg, and cut at $6.35.

WIRE.—Fencing of staple character

is going out to the trade freely, and any special fencing that is desired is hard to obtain. There is a seasonably active selling all around. Smooth steel wire is based still at the unchanged price of $5.75.

Steady Cordage Sales With Fibres Firm

Montreal.

ROPE AND CORDAGE.—Prices are steadily held on hard fibres, and the undertone is quite firm. Various rope, while unchanged, is naturally holding under the influences of difficult deliveries, and acute labor situation in various points. Pure manila basis is still 35½c; British, Beaver and New Zealand at 28c, and sisal at 22½c. Owing to the return of navigation there is quite an active volume of business.

Better Arrivals Now of Old Scrap Material

Montreal.

OLD MATERIAL.—Prices are sagging somewhat under the influence of heavier arrivals from the country dealer. The list is quotably unchanged, but some expect that there will shortly be revisions downward on a number of lines. Old scrap iron, in particular, is likely to be reduced in price. There is a fair movement, in a general way.

Dealers' Buying Prices—		
Old rubbers, boots and shoes	....	0 08¼
Overshoes, lumbermen's rubber boots	....	0 05½
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	0 02½	0 03
Automobile tires	0 03½	0 04
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 08	0 09
Scrap zinc	....	0 08
Lead, heavy	....	0 07¾
Lead, tea	....	0 03½
Light copper	....	14 50
Heavy copper	....	18 00
Wrought iron, No. 1, per gr. ton	....	18 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	16 00
Stove plate, per ton	....	14 00
Heavy melting steel	....	22 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00
Machinery, cast (ton)	40 00	42 00

Coal Oil and Gasoline Meeting With Big Sale

Montreal.

OIL, GASOLINE. — Refiners state, at the present time, business is very decidedly active, and it is just a bit difficult to promptly fill orders. Both coal oil and gasoline are firm, though unchanged, oil selling at 27 to 30c per gallon, and motor grade gasoline at 38c. Both may, ere long, be advanced in price. Fuel oil is firm.

Solder Prices 1c Less; Lead Products Held

Montreal.

LEAD PRODUCTS.—A reduction of one cent a pound on bar solders has been effected, and this is the only actual change in the list this week. Lead traps and bends, pipe and sheet lead are unchanged and are enjoying a fair sale. Plenty of pig lead is due to arrive in the near future, and this may have the effect of somewhat reducing quotations:

Lead pipe, per 100 lbs.	....	17 50
Lead waste, per 100 lbs.	....	18 50
Note.—Lead pipe is subject to a discount of 10%.		
Lead traps and bends		List plus 30%
Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 15
Lead sheets, 3 to 3½ lbs., sq. ft., lb	....	0 14¾
Do., 4 to 8 lbs., sq. ft.	....	0 13
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.		
Solder, guaranteed, lb.	....	0 45½
Solder, strictly, lb.	....	0 42½
Solder, strictly, commercial	....	0 39½
Solder, wiping, lb.	....	0 38
Solder wire (8 gauge)—		
40-60	....	0 42½
40-55	....	0 45½
50-50	....	0 48½
Zinc sheets, casks	....	0 17½
Do., broken lots	....	0 18

Stoves For Summer Are Present Sellers

Montreal.

STOVES AND WARES.—While at present there is not a great deal of sale for stoves and ranges of the regulation coal and wood type, the movement of summer oil stoves is active. Prices on these lines are firm, with manufacturers stating that there has been quite a little difficulty in obtaining necessary raw material, particularly raw steel for the bodies and backs of these stoves.

The ware list is steadily firm. Discounts, however, remain unchanged.

Iron Bars Are Active; Some Sales of Steel

Montreal.

IRON AND STEEL.—Prices on these lines have, naturally, been ruling firm. The basis is unchanged, however, and jobbers report a fairly brisk sale for iron bars. There have been, also, some brisk enquiries for steel bars.

IRON AND STEEL

Iron finish machinery steel		$4 95
Norway iron	13 50	15 00
Single reeled machinery steel		6 50
Spring steel		5 50
Sleigh shoe steel		4 90
Tire steel		5 10
Toe calk steel, per 100 lbs.		5 80
Band steel		5 80
Harrow tooth steel		5 05
Mining tool steel, per lb.		0 24½
Black diamond tool steel, per lb.		0 24½
Black diamond cast steel, per lb.		0 24½
Common bar iron, per 100 lbs.		4 55
Refined iron, per 100 lbs.		5 55
Mild steel		4 90

3-16 and thinner flats in iron or steel take extra 50c. per 100 lbs. over base and regular extra.

Few Sheets Available Either Black or Galv'd

Montreal.

SHEETS AND PLATES. — Even those who have had some meagre supplies of sheets right along are now reporting that stock is practically exhausted. The price basis, under existing conditions, is naturally nominal. When sheets will arrive from abroad is doubtful. The market is very uncertain, and jobbers find it easy to sell supplies if they are able to get them.

BLACK SHEETS—		
10 gauge	....	9 00
12 gauge	....	9 05
14 gauge	....	9 10
16 gauge	....	9 35
18-20 gauge	....	9 40
22-24 gauge	....	9 45
26 gauge	....	9 50
28 gauge	....	9 50
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	12 50
28 gauge	....	12 10
26 gauge	....	10 75
22 and 24 gauge	....	11 55
20 gauge	....	11 55
18 gauge	....	11 55
16 gauge	....	10 25
English Standard—		
28 gauge	....	12 50
26 gauge	....	12 25
24 gauge	....	11 65
22 gauge	....	11 30
18 and 20 gauge	....	10 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Ingot List Quiet; London Tin Down £20

Montreal.

INGOT METALS.—While there has been a quietness surrounding nearly all the metals, some activity has been noticeable occasionally in one or two lines, but there is much room for improvement all around. Tin has had a decline in London.

COPPER.—Very difficult to procure from the States, owing to railway embargoes. Prices are somewhat firmer in the local market, electro being quoted at 25c, and casting at 24c.

TIN.—While in London there was a twenty-pound drop this week, the local market has reflected no change, owing to the fact that there is a present shortage of supplies. As a consequence of this shortage, there is really a firmer market on spot tin, prices being 73c, with 70c quoted on import tin.

ANTIMONY.—Still quiet and unchanged at 13½c for English, and 13c for Chinese.

ALUMINUM.—Some report this to be scarce still. The price remains unchanged at 35c-40c according to quantity.

SPELTER.—A bit easier this week, with quotations 11-11½c per lb.

LEAD.—From stock, a price of 10¾c is being quoted, while, for import, 10¼c is being named.

TORONTO MARKETS

TORONTO, May 6—Higher prices have again been made on some lines of hardware and the tendency is still upward. Transportation difficulties have not as yet been overcome and jobbers state they have considerable difficulty in securing sufficient supplies to meet the heavy demand which is gradually increasing.

Wire nails are the feature of this market, having been marked up 35 cents over former base prices. The steel mills have finally declared their policy for the second quarter of the present year and the new schedule of prices is higher. Sheets and plates have been advanced 25 cents per cwt. as a result.

Other lines that have been advanced in price are sash weights, brass escutcheon pins, weather strip, molasses gates, self-wringing mops, Tucker alarm tills and machinists' hammers.

Prices on many hardware lines are very firm and in the opinion of many the peak has not yet been reached. Business is very brisk and a heavy turnover is expected by nearly all in the trade for the balance of the spring season. Collections are still coming in very satisfactorily.

Lawn Mower Stocks Low; Demand Heavy

Toronto.

LAWN MOWERS.—Jobbers state the demand has been heavy for this line and that they are finding difficulty in supplying the present demand, and it is believed that the stocks generally are very light. It seems to be the general opinion that merchants have put in fairly heavy stocks this year and are looking forward to heavy business. The present price is very firm although the quotations are unchanged and are as per current quotation pages.

Solid Sash Weights Advanced to $3.40 Cwt.

Toronto.

SASH WEIGHTS.—New and higher prices have been made on sash weights. Some account for this for the fact that the common iron formerly put in this product has practically been used up and manufacturers are forced to put in an iron of better quality. The new quotation is $3.40 per hundred pounds. The sectional continues to sell at an unchanged price, the quotation still being $5.00 per hundred pounds.

New Price Has Been Made on Brass Escutcheon Pins

Toronto

BRASS ESCUTCHEON PINS.—Higher prices have again been made on brass escutcheon pins and the new price is now quoted at 5 per cent. advance to the list prices.

Frost King Weather Strip Has New Price $5.25 Doz.

Toronto.

WEATHER STRIP of the Frost King brand has had an upward revision of price, and the new price is quoted at $5.25 per dozen net.

Prices on Molasses Gates Have Advanced 5 to 10%

Toronto.

MOLASSES GATES.—In harmony with kindred lines whose basic material is iron or steel, molasses gates of the Scoville pattern have been advanced in price. Although the prices vary the new advance will approximate from 5 to 10 per cent.

Self-wringing Mops Now Quoted at $6 Doz.

Toronto.

MOPS.—New and higher prices have been made on mops of the self-wringing variety, and the new price is now being quoted at $6.00 per dozen net.

Tucker Alarm Tills Have New Higher Quotations

Toronto

ALARM TILLS of the Tucker make have been marked up to higher levels. Number 502 is now being quoted at $5.75 each, while the number 503 is quoted at $5.50 each.

Heller Bros.' Machinist Hammers Are Higher

Toronto

MACHINISTS' HAMMERS.—Higher prices have been made on the line of hammers manufactured by Heller Bros. Owing to the great number of prices it would be impossible to give all the new prices here. The advance is said to be between five and ten per cent. over former prices.

Silver Flatware May Have Sharp Advance

Toronto.

SILVER FLATWARE.—The present situation on this line is very unsettled and many are wondering what the next few weeks will show in the way of price changes, as it is understood that some firms have withdrawn their prices and that new and higher prices are pending, in fact some are of the opinion that the new prices will show quite a sharp advance.

Copper Wares Have New Higher Quotations

Toronto.

COPPER WARE.—An advance of approximately 10 per cent. has been put through on some lines of copper ware and copper tea and coffee pots, also copper tea kettles will now cost more. This price is said to be a very firm one, and stocks are generally considered to be very light. The new quotation is list plus 50 per cent. in place of a former price of plus 40 per cent.

Increasing Scarcity of Canada Plates

Toronto.

CANADA PLATES.—Manufacturers and jobbers state that there is an increasing scarcity of Canada plates and they have great difficulty in getting any one to accept an order for either present or future delivery. This, they believe, is on account of the extremely heavy demand for tonnages of the heavier plates. They also state that formerly this market depended considerably on English iron, but since war activities many have been importing from other sources, which are now unable to supply the demand in sufficient quantities.

NEW SCALE-STAMPING CHARGES

The Department of Weights and Measures at Ottawa have issued a new classification rate for stamping scales of various kinds. The new rates are an advance over previous charges and the following list shows those applying to the better known lines handled by the hardware trade:

10 pounds and under	25c
11 to 30 pounds	50c
31 to 250 pounds	75c
251 to 1,000 pounds	$1.00
1,001 to 2,000 pounds	$1.50
2,001 to 4,000 pounds	$2.00
4,001 to 6,000 pounds	$2.50
6,001 to 10,000 pounds	$3.00

Eavestrough Has Good Demand; Price Firm

Toronto.

EAVESTROUGHS.—The season's demand is started in full swing regardless of the cool weather which has prevailed and all in the trade are looking for a good year's turnover.

Manufacturers are beginning to concern themselves for the future manufacture of this commodity as they state their supplies of sheets are rather low and the possibilities of getting more in

the near future are not very good. However, the present price continues to hold unchanged although the quotations are very firm.

Long Terne Plates May Not Arrive

Toronto

LONG TERNE PLATES are daily increasing to be very scarce and many are wondering whether they will be able to secure any more of these plates for the balance of this year. This situation is said to be due to conditions at the mills. Some have it that the labor and the manufacture of this commodity is very disagreeable, and with so many other jobs offering the mills find great difficulty in securing labor to keep their plants running. There is also said to be the fact that the demand has greatly increased. Most of this is attributed to the manufacture of automobiles and other kindred commodities.

Many Kinds Wire Scarce; May Withdraw Prices

Toronto.

WIRE.—The difficulty of securing wire of nearly all kinds is becoming more pronounced and there are rumors that all quotations on wire of nearly every kind will be withdrawn in view of the fact that stocks are so depleted. Although the wire situation has been very unsatisfactory for some time back, it is believed that the tie-up of all the freight on the American railroads has seriously aggravated the situation. Especially is this true of the shipments of coal to the mills, and many are of the opinion that this disruption is just now begining to be felt.

Mills Open Books For Second Quarter; Prices Up

Toronto.

SHEETS AND PLATES.—The mills have finally declared their policy for the second quarter of the present year and again threw open their books for this period business. The quotations, however, are at a higher figure than those of the first quarter, and local jobbers have advanced their prices accordingly.

The new price on black and galvanized sheets is approximately 25 cents per hundred pounds higher than formerly, and is held very firmly. Jobbers state their stocks are practically exhausted and do not see any immediate relief in sight, although the period of a heavy buying season is at hand and the demand is unusually heavy, it is stated. One jobber stated to HARDWARE AND METAL that it was his opinion that if the embargo was lifted off freight on U. S. A. railways that sheets would not immediately come forward as they have been held back and tied up to such an extent in their manufacture at the mills. However, it may be that a short time will see the situation straightened out to a more satisfactory basis.

The following quotations are merely nominal owing to the great scarcity of stocks; it is believed that very few, if any, have a complete list of sizes in stock:

BLACK SHEETS—

14 gauge	....	$8 95
16 gauge	....	9 05
18-20 gauge	....	9 45
22-24 gauge	....	9 50
26 gauge	....	9 55
28 gauge	....	9 65
29 gauge	....	9 75
3-16 inch plate	....	....
¼-inch boiler plate	....	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—

	Premier		Apollo	
10¾ oz.	$12 00	$11 50	$12 00	$12 25
U.S. 28	11 45	11 70	11 45	11 85
U.S. 26	11 15	11 40	11 15	11 55
22 and 24	11 00	11 25	11 00	11 40
16	10 70	10 95	10 70	11 10
16	10 70	10 95	10 70	11 10
12 and 14	10 55	10 20	10 55	10 95

WIRE NAILS ADVANCE TO $6.10 BASE

Wire Nails—As intimated in these columns from time to time the price on wire nails has finally broken, and local quotations have now been revised up to $6.10 per keg base in place of a former $5.75 per keg. Jobbers state the difficulty of securing wire nails is daily increasing and the demand continues to be a very heavy one, which is gradually depleting stocks.

Merchants generally seem to be looking for heavy building activities and it may be that they have stocked fairly heavy, although the general opinion is that few have bought much ahead of their season's requirements.

If some relief is not soon offered jobbers state the situation will prove serious, and it is believed that some manufacturers are out of the market for some time to come and have no nails to offer and have therefore withdrawn their price.

Fencing Wires of many kinds are also in a very unsettled condition and the difficulty in securing wire of nearly all kinds is becoming more pronounced, and there are rumors that quotations on wire of nearly all kinds will be withdrawn in view of the fact that stocks are about depleted and in some cases manufacturers having no wire to sell.

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Old Iron and Steel Firm; Other Materials Quiet

Toronto.

SCRAP AND WASTE MATERIALS. —Dealers state they are at a loss to understand the present weak nature of the scrap and waste material markets, and state that outside of iron and steel nearly all materials show a downward tendency. Iron and steel are very firm, however, and some grades are at a premium. Some account for this situation for the fact that many mills were forced to close down on account of the freight embargo and general tie-up of the American railroads on account of not securing sufficient coal, raw material, and other commodities, and incidentally they believe this has hindered the demand for the scrap and waste materials; however this may be of a temporary nature and many are expecting a brisk business in the not distant future. The following are the present quotations:

WASTE MATERIAL

No. 2 busheling	....	13 00
Stove plate, per ton	....	32 00
Yellow brass	....	0 10
Red brass	....	0 15¾
Light brass	....	0 08
Scrap zinc	....	0 06½
Heavy copper	....	0 17
No. 1 machinery cast	....	38 00
Heavy melting steel	....	15 00
Wrought iron, No. 1, per gr. ton	....	15 00
Heavy lead pipe	....	0 06
Old rubbers, boots and shoes....	....	0 06
Overseas, lumbermen's rubber boots	..	0 04
Bicycle tires	....	0 01½
Automobile tires	....	0 03
Heavy lead pipe	....	0 05¾
Tea lead	....	0 11

Boiler Tube Stocks Fair; Price Remains Unchanged

Toronto.

BOILER TUBES.—Although it is the in-between season for boiler tubes, the present demand is said to be a very heavy one, and jobbers state the prospects for the new business which will soon be in season are very bright. They also state they are well caught up with their orders, and notwithstanding the embargo which has been put on the United States railroads, have been able to secure fair supplies of boiler tubes. A lot of jobbers are anticipating that as the year advances that boiler tubes may become very scarce; this they say is due to the skelp situation, which is much upset by the present demand and shortage of raw material. Manufacturers of skelp are also affected by the tie-up of the railroads and are affected by shortages of coal, raw material, and other commodities, in fact this is true of nearly all manufactures. The following are the present quotations:

BOILER TUBES—	Seamless	Lapweld
1 inch	$28 00	.....
1¼ inch	30 00	.....
1½ inch	31 50	.....
1¾ inch	33 00	30 00
2 inch	32 00	29 00
2¼ inch	37 00	32 00
2½ inch	46 00	36 00
3 inch	54 00	45 75
3½ inch	70 00	49 00
3½ inch	70 00	39 00
4 inch	96 00	63 00

Corrugated Sheet Prices Unchanged; May Go Up

Toronto.

CORRUGATED SHEETS.—Little improvement is noted in the corrugated sheets situation and manufacturers state their difficulty in supplying the demand is magnified if anything; they also state that the embargo in the American railroads is causing the tie-up of freights and is having a serious effect on their deliveries and state that while they have been getting some shipments through

that the demand is so heavy and the shipments are so small that it practically does not help the situation at all. It may be that higher prices will be made in the near future as the mills have announced their policy for the second quarter and have also made new quotations which are considerably advanced over the former ones during the first quarter. The following are the present quotations on corrugated sheets:

Corrugated Sheets—	Per 100 square feet Gal'zd.	Painted
No. 28 gauge	9 25	7 75
No. 26 gauge	10 00	8 75
No. 24 gauge	15 00	11 00
No. 22 gauge	17 50	13 75
No. 20 gauge	21 00	17 50
No. 18 gauge	26 50	21 50

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

An additional charge of 10% of the list price is added to cover exchange.

Discount, 7½%.

Iron and Steel Bar Prices Firm; Unchanged

Toronto.

IRON AND STEEL BARS, regardless of the freight embargo which has had a serious effect of tying up production at the mills, jobbers state they have fair stocks of bars of iron and steel of the common kinds, and no change in price has been made. Production is still being held back by the embargo on the railroads as the mills state they cannot get sufficient coal, and in some cases raw material and other commodities that are necessary. The present quotations are firm and are quoted as follows:

Common bar steel, 3-16 and light	6 00
Common bar steel, ¼ in. and heavier	5 50
Comman bar iron, 3-16 in. and heavier	6 00
Comman bar iron, ¼ in. and heavier	5 50
Tngle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....

Lead Pipe and Waste in Good Demand

Toronto.

LEAD AND ZINC PRODUCTS.—With the opening up of the spring season the demand for lead pipe and lead waste pipe, etc., has been of a heavy nature. Solder also has been moving briskly and is quoted from a very firm basis. Manufacturers state that pig lead is now coming in better quantities, and although the demand for products of nearly all kinds is of a heavy nature, that they are able to take care of any business offered. The following quotations are being quoted at present.

Lead pipe, list, per lb.	0 17½
Lead waste pipe, list, per lb.	0 18½
Do., over 8 inches, list, per lb.	0 19½
Above subject to discount of 10%.	
Lead traps and bends	add 30%
Lead wool, lb.	0 16
Lead sheets. 4 to 6 lbs., sq. ft., in rolls, lbs.	0 14
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 45¾
Solder, strictly, lb.	0 40½
Solder, commercial, lb.	0 38
Zinc sheets, per lb.	0 19
Solder, guaranteed, lb.	0 43¾
Solder, wiping, lb.	0 37¼

Tin Shows Weakness; Lead Improved; All Quiet

Toronto.

INGOT METALS.—Little change in price has been noted this week on prices quoted last week on ingot metals. Lead has improved some although stocks are light; spelter shows a fair demand, while aluminum and copper are very quiet. Tin shows some decline in the primary markets but is offset by the exchange.

LEAD.—Some improvement has been shown although the present quotation shows no change; stocks are very light and prices are being quoted at 11½ cents per pound.

SPELTER.—A fair demand has been noted for spelter but the quotations remain unchanged, 12 cents a pound being the present price.

ALUMINUM. — Little demand is shown for aluminum and prices remain unchanged, the present quotations being from 36 to 37 cents per pound.

COPPER.—The present price of copper shows little change, the demand being rather light, the quotations still remaining at 24 cents per pound.

ANTIMONY is very quiet, the market conditions on this metal are practically unchanged, and the stocks are considered rather light. The selling price continues to be quoted around 15 cents per pound.

TIN shows some decline in primary markets although this is offset by the exchange rate, and this week's quotation remains at 74 cents per pound.

LONDON MARKETS

LONDON, May 6—The peak does not seem to have as yet been reached and higher prices on many hardware commodities have again been made. Pipe fitting prices have been marked up. Also some lines of builders' hardware, including inside lock sets of the cheap variety.

Other hardware lines to have new prices are: Shaft splices, D tops and fork handles, sheep dip, files, cow chains, sash weights, bread knives and Ingersoll watches.

The wire nail situation has shown little improvement and higher prices are predicted. Wire of many kinds is becoming very scarce and many are concerned for the future.

The United States transportation embargo is causing many delayed shipments and jobbers state that warehouse stocks are getting low.

Business is increasing in volume each day. Warmer weather starts good sale again for paints, varnishes, roofings, builders' hardware and housecleaning accessories. Prices are very firm and collections continue to come forward freely.

Advance Shaft Splices to New Price of $5.15 Doz.

London, Ont.

SHAFT SPLICES.—In line with other commodities manufactured from iron, steel or wood the prices on shaft splices have been revised upwards, and the plain are now being quoted at $5.15 per dozen.

D. Tops and Fork Handles Have New Higher Prices

London, Ont.

D TOP FORK HANDLES.—In line with recent advances in wood handles, D. tops and D top fork handles complete have been revised upwards. This is said to be due to the wood situation and is also affected by the situation of the iron and steel. Manufacturers state they have great difficulty in securing the materials even at the higher prices asked as the majority it is believed have very little to sell.

D TOP MANURE FORK HANDLES—
New price, $9.80. D Tops, only for manure for handlesfork handles, $4.55. D top handles for ensilage and beet forks, complete with strap ferrule, $14.

Zenoleum Sheep Dip Has Further Advance

London, Ont.

ZENOLEUM SHEEP DIP.—New and higher prices have again been made on zenoleum sheep dip and disinfectant and the new prices are quoted as follows:

35 cent farm size, $3 dozen; 75 cent small size, $6 dozen; $1.25 medium size, $11 dozen; $2 large size, $16.50 dozen; 35 cent lice powder, $3 dozen.

Black Diamond Jibs Have Further Adjustment

London, Ont.

FILES.—A new price has been made on the black diamond file, this time more in the line of a revision, it will be noted that an advance on this line was quoted in last week's issue and gives a new discount of 25 per cent. This has now been revised again and the new quotation is now 27½ per cent. off the list.

STAMPING SCALES.—The old rates for stamping scales have been dropped and a new schedule of prices have been made to apply on the various kinds of scales through a new classification issued by the department of works and meas-

ures at Ottawa. Stamping charges from 10 pounds and under are 25c, 11 to 30 pounds 50c, 31 to 250 are 7$c, 251 to 10000 $1.00, 1001 to 2000 pounds are $1.50 and 2000 to 4000 pounds are $2.00.

Peterboro Lock Sets Have Higher Revision

London, Ont.

LOCK SETS of the Peterborough make have been advanced to higher prices. This is said to be due to the situation which has developed in nearly all metals, as well as the higher cost of manufacture, although this line has various prices, the new price of net list will apply to the most general lines.

Inside Mortise Sets of Cheap Variety $10 Doz.

London, Ont.

INSIDE MORTISE SETS, of the cheap variety, have been revised upwards and now cost more. The scarcity of metals of nearly all kinds as well as the advancing cost is said to be mainly due for this lates advance. The old copper and dull brass finish are now being quoted a $1.00 a dozen.

Cow Chains Now Quoted Additional 25% to List

London, Ont.

COW CHAINS.—The price on cow chains have again been advanced and the new quotation is now an additional 25 per cent. on the list in place of a former 15 per cent.

Sash Weight Prices Have Been Advanced

London, Ont.

SASH WEIGHTS.—New and higher prices have been made on sash weights for sectional and solid. Some have it that this is owing to the fact that manufacturers are forced to use a better grade of iron than formerly as it is believed the majority of manufacturers find that the old iron is very scarce. The solid weights are now quoted at $4.50 per hundred pounds for 3 pounds and heavier, while the sectional is quoted at $5.00 per hundred pounds for 1 pound weight and $5.50 per hundred pounds for 1-2 pound weights.

Lightning Bread Knives Advanced to $4.50 Doz.

London, Ont.

BREAD KNIVES.—Are also among the lis of advances this week and the lightning brand are now quoted at $4.50 per dozen.

Pipe Fitting Prices Have Been Advanced

London, Ont.

PIPE FITTINGS.—In view of the higher cost of material, labor, also the shortage and difficulty in procuring raw material, prices on pipe fitings have been advanced. It is also stated that there are many other factors in the case and that the present price is very firm. Some of the new quotations are class C. black 20c per pound, galvanized 30c per pound; class B. black, 30c per pound, galvanized 40c per pound. Plugs have also been revised upwards and are 7½ per cent. off the list while bushings are quoted at 10 per cent. off the list and union 30 per cent. off the list.

Wire Nail Firm; Situation Unsettled

London, Ont.

NAILS.—The present nail situation is very uncertain and many of the better informed are concerned for the future. The demand for nails, in fact wire products of all kinds, have been exceptionally heavy this year and heavy inquiries have also been received for export, it is stated.

It may be that the recent tie-up of the American railroad causing coal shortage and other inconvenience to the manufacturer has had considerable bearing on the situation. However, stocks generally are reported very light with a heavy demand showing which shows signs of increasing with the warmer weather. The prices on wire nails continue to sell at $5.75 base, while the cut nails are still quoted at $7.50 base.

As HARDWARE AND METAL goes to press it is learned that an advance has been made on the price of Smart's Crescent model wrenches, which is 10 per cent. over former quotations.

Prices now in effect to the trade are: 6 inch, per dozen, $8.60; 8 inch, $10.55; 10 inch, $13.20.

Ingersoll Watches Have New Higher Quotations

London, Ont.

INGERSOLL WATCHES.—New and higher prices have been made on this line and it is believed that the new prices are mainly due to the advanced cost of labor although there are other factors in the case. A list of some of the new prices is as follows:

	Jobbers' Price	Retail Price
Maple Leaf	$2 15 each	$3 25 each
Eclipse	3 15 "	4 75 "
Eclipse Radiolite	3 65 "	5 50 "
Midget Radiolite	4 15 "	6 25 "
Wrist Radiolite	4 40 "	6 75 "
Reliance Gold Filled	9 75 "	14 50 "
Reliance Screw Case	6 20 "	9 25 "

Poultry Netting Prices Firm; Low Stocks

London, Ont.

POULTRY NETTING.—Like many kindred lines the demand on wire for manufacture is very heavy. Poultry netting is gradually becoming very scarce, and jobbers and merchants are experiencing increasing difficulty in securing sufficient supplies. The season demand is said to be a very heavy one and those who have fair stocks to sell are doing an active rade. The one inch mesh is particularly hard to procure, although the two inch mesh is also scarce. The present quotation on Canadian 2 inch mesh is net list and on 1 inch mesh and 5 per cent. to list.

Rope Prices Remain Unchanged; Sales Brisk

London, Ont.

ROPE.—With the opening of the warmer weather, increased navigation, and other seasonable events, rope has shown considerable activity and a good volume is moving. The quotations are unchanged although the present quotations are firm and are quoted as follows:

Pure Manila	35½ cents base
Beaver Manila	28 "
New Zealand Hemp	28 "
Sisal	22½ "

Prices on Gem Casters Have Been Marked Up

London, Ont.

GEM CASTERS.—In line with other commodities manufactured of wood or metal, higher prices have been made on gem casters. The following list shows the new prices:

GEM CASTERS—Numbers 351, 352, 355 and 356, 52 cents set. Number 451, 452, 455 and 456, 60 cents set. Numbers 651, 652, 655 and 656, 67 cents set. Numbers 751, 752, 755 and 756, 75 cents set.

Screen Wire Cloth Price Firm; in Good Demand

London, Ont.

SCREEN WIRE CLOTH.—A very satisfactory business is being handled for screen wire cloth and black in particular is showing a good movement. The present quotation although firm, remains unchanged and is quoted a $3.60 per hundred square feet.

Garden and Harvest Tools Have Very Strong Demand

London, Ont.

GARDEN AND HARVEST TOOLS.—Of nearly all kinds are becoming very seasonable and the demand is increasingly heavy. The price continues to hold very firmly although no change has been made and 50 per cent and 10 per cent. discounts are still the quotation off the new list.

Lawn Mower Prices Firm; Supplies Not Heavy

London, Ont.

LAWN MOWERS.—A heavy seasonable spring business continues to come forward for lawn mowers, and nearly all in the trade are very well satisfied with the business being offered. It is believed that this is partly accounted for by the great ——— who have purchased their own houses this year and seem to take more interest in fixing up the yards and lawns and other general appearances.

The price remains firm and the quotations are as follows:

Daisy	.25	per cent. off list
Star	.25	"
Woodyatt	.25	"
Empress	.25	"

Fencing Wire Scarce; May Withdraw Prices

London, Ont.

FENCING WIRE.—A heavy demand is noted for fencing wire and the s supplies are very limited. Jobbers state they have great difficulty in securing fresh stocks and even after the orders are accepted they are very slow coming in. The wire situation is said to be in a very uncertain condition and some have it hat in the near future quotations will be withdrawn and all prices will be on application only, and it is believed that very few will have a complete line in stock. However, the present quotations on some kinds of wire are as follows:

BARB WIRE $6.46 per 100 lbs., 2 or 4 point; number 9 galvanized wire, $5.85; O and A wire, number 11, $5.97; O and A wire, number 12, $6.05.

Fence Staples and Hooks Have Big Demand

London, Ont.

FENCE STAPLES AND HOOKS.—A heavy demand is noted for these commodities which naturally are the result of the heavy wire sales. The present quotations on staples and also hooks are as follows:

Fence Staples — Bright, kegs, $6.10 per 100 lbs.; boxes, $6.60 per 100 lbs. Galvanized, kegs, $7.10 per 100 lbs; boxes, $7.60 per 100 lbs.
Fence Hooks—Galvanized, kegs, $7.10 per 100 lbs.; galvanized, boxes, $7.60 per 100 lbs.

Hose Clamp Quotations Are Revised Upwards

London, Ont.

HOSE CLAMPS.—New and higher price schedule has been made effective on galvanized hose clamps. The higher cost of manufacture is said to be the reason for the new higher prices which are now quoted as follows:

½ inch	$ 40 dozen
⅝ inch	45 dozen
¾ inch	45 dozen
1 inch	80 dozen
1¼ inch	1 50 dozen
1½ inch	1 75 dozen

Turpentine Scarce; New Stocks Not Coming

London, Ont.

TURPENTINE.—Stocks of turpentine are reported to be very low and owing to the embargo on the United States railroads it is believed that no new turpentine is coming forward. Many are wondering just what will be the situation in the very near future as it is understood that a further embargo has been placed on shipments of freight throughout most of the United States which may have a serious effect on supplies, as it is believed that local supplies are very low. The following prices are current at present:

1 barrel lots	$3 80	imp. gal.
2 to 4 barrel lots	3 79	"
5 gal. lots	3 95	"

5 gal. jacketed cans, $1 each.

Flax Seed Not Coming Forward; Oil Scarce

London, Ont.

LINSEED OIL.—The scarcity of flax seed is still said to be a great detriment to the crushing of linseed oil and crushers, it is believed, are only working to partial capacity in view of the fact that there is no seed coming in to crush.

The last few days, however, have shewn fair shipments of linseed oil, although this is believed to be imported English oil and whether these shipments continue to come in large enough quantities to relieve the present shortage remains to be seen. The present price is firm and remains unchanged at the following quotations:

	Raw.	Boiled.
1 to 2 barrels	$2 87 gal.	$2 90
2 to 5 barrels	2 86 gal.	2 89
6 to 9 barrels	2 84 gal.	2 87

Less barrels, add 15 cents gal.; 5 gal. jacketed cans, $1 each.

Glass Scarce; Prices Remain Unchanged

London, Ont.

GLASS.—Notwithstanding the shortage of glass sorting orders are coming in very freely and fair percentage of these are being filled. Some have it that considerable glass is in transit but it is tied up owing to the United States railroad embargo. The present demand for plate glass is a very heavy one, and although jobbers and importers state that they are getting some glass from Belgium as well as other sources that the shipments are altogether too light to supply the present demand. The following prices are current on sheet glass: Single and double diamond 15 per cent. off the list, cut lights 40 per cent. off the list.

Shortage of Whiting Firms Putty Prices

London, Ont.

PUTTY.—A very good demand is noted for putty, although to some extent the season is a trifle off. The putty situation is said to have shown little improvement and manufacturers state that it is as difficult as ever to procure whiting. This traces back to the English
in turn state that it is impossible for him to supply the enormous demand which is world wide, it is stated. This can be understood when it is remembered that little whiting has been shipped since the first year of the war and now that the markets are opening up once more a great number are in the market for English whiting all at once. The following are the present quotations on putty:

	Per 100 lbs.
Standard, 100 lb. drums	$8 30
Standard, 25 lb. drums	8 55
Pure, 100 lb. drums	10 80
Pure, 25 lb. drums	11 05

Prices on White Lead in Oil Firm; Unchanged

London, Ont.

WHITE LEAD IN OIL.—Fairly good sales have been noted for white lead in oil although the recent weather has been more or less unseasonable. This, however, is expected to soon right itself and manufacturers and jobbers, and in fact nearly all the trade, are looking forward for heavy business on this commodity. The following are the present quotations:

Pure, tons, $20.45 per 100 lbs.; less tons, $20.80. Elephant brand, tons, $20.95 per 100 lbs.; less tons, $21.30.

WINNIPEG MARKETS

Revised Prices on Hand Saws Show 10% Increase

Winnipeg.

HAND SAWS. — New and higher prices affect Disston's saws, advaancing same an approximate 10 per cent. on previous lists.

A few of the latest quotations to give an approximate idea of the whole are:

Disston's Saws—No. D8 x 26 in., hand, $44.80; 26 in. rip, $44.80; 28 in., rip, $51.15; 18 in., panel, $33.60; 20 in., panel, $37; 22 in., panel, $39.80; 24 in., panel, $42.65; No. 120 x 26 in., hand, $72; 28 in., rip, $76.70; 20 in. panel, $60.55; No. 12 x 26 in., hand, $58.30; 28 in., hand, $63.45; 28 in. rip, $63.45; 20 in. panel, $46 per dozen.

Railroad and Boat Spikes Are Revised Upwards

Winnipeg.

RAILROAD AND BOAT SPIKES. — Higher prices is the showing on railroad and boat spikes, advancing these lines an approximate 10 per cent. on previous lists,

To-day's prices show:

Boat Spikes—¼ in x 4 in., $10.55; ¼ in. x 6 in., $10.20; 5-16 in. x 5 in., $9.80; 5-16 in. x 6 in., $9.80; ⅜ in. x 6 in., $9; ⅜ in. x 7 in., $9; ⅜ in. x 8 in., $9; ½ in. x 8 in., $8.75; ½ in. x 9 in., $8.75; ½ in., x 10 in., $8.75; ½ in. x 12 in., $8.75; ⅝ in. x 10 in., $8.75; ⅝ in. x 12 in., $8.75 per 100 lbs.

Railroad Spikes—5-16 in. x 2½ in., $10; ⅜ in. x 3 in., $9.35; ⅜ in, x 3½ in., $9.35; ½ in. x 4 in., $9; ½ in. x 5 in., $9.15 per 100 lbs.

Blacksmiths' Tools Also Incline to Higher Prices

Winnipeg.

BLACKSMITHS' TOOLS.—Nine-and-a-half per cent. increase appearing on blacksmiths' tools is occasioned by the latest changes occurring in the markets. The new prices affect the following lines, and are quoted at:

Blacksmiths' tools. — Hardies, 52½ cents; chisels, 52½ cents; flatters, 52½ cents; swedges, 52½ cents; fullers, 52½ cents per lb.

15% Advance Named on Wrought Iron Washers

Winnipeg.

WROUGHT IRON WASHERS. — Higher prices are again affecting iron washers and are advancing all sizes, an average of 15 per cent. on previous lists.

Paint and Varnish Brushes 16% Higher

Winnipeg.

PAINT AND VARNISH BRUSHES.—A general change occurs affecting all styles and sizes of paint and varnish brushes and advancing same an average of 16 per cent Owing to the wide range this line covers, it is impossible to tabulate all styles, etc. It can be accepted, however, the change is general, affecting paint and varnish brushes and sash tools, the whole averaging an average of 16 per cent. increase.

Formaldehyde Prices Have Been Withdrawn

Winnipeg.

FORMALDEHYDE. — Owing to the uncertainty of securing raw materials and the unsettled condition of the markets and other factors, formaldehyde prices have been withdrawn.

New High Price Made on Turpentine $3.95 Gal.

Winnipeg.

TURPENTINE.—Stocks are very light anad litile new stock is coming forward. This is said to be mainly due to the embargo on the U. S. railroads. The present price is quoted at $3.95 per gallon in barrel lots.

New Price on Extension Ladders 40c Per Foot

Winnipeg.

LADDERS.—The situation which has developed throughout on lumber and woodenware has been cause for higher prices on ladders of nearly all kinds. The new quotation on extension ladders is 40 cents per foot.

Step Ladders—Common, 3 ft., 93c; 4 ft., $1.24; 10 ft., $3.10.
Faultless—4 ft., $1.84; 5 ft., $2.30; 6 ft., $2.76; 5 ft., $1.55; 6 ft., $1.86; 7 ft., $2.17; 8 ft., $2.48; 7 ft., $3.22; 8 ft., $3.68; 10 ft., $5.20; 12 ft., $6.24; 14 ft., $7.28 each.
Mechanics—4 ft., $1.96; 5 ft., $2.45; 6 ft., $2.94; 7 ft., $3.43; 8 ft., $3.92; 10 ft., $5.40 each.

Advanced Prices Made on Daisy Churns

Winnipeg.

DAISY CHURNS.—New prices have been made on this line of churns, and needless to say are of an advanced nature. The woodenware situation does not look very bright at the present time, although it is hoped that some developments will occur to relieve the situation.

Butterfield Stocks and Dies Advance 5%

Winnipeg.

STOCKS AND DIES of the Butterfield make have been revised upwards, the advance being approximately 5 per cent. The great shortage of iron and steel, and the advancing cost of the same is the cause for continued advances in nearly all commodities where they enter as a basic material.

Sash Cord, Cotton Rope, Twine Quoted Higher

Winnipeg.

SASH CORD.—New and higher prices have been made on sash cord, and the Nos. 8, 9, and 10 are now being quoted at $1.08 per pound.

COTTON ROPE has also had higher price revisions, and the ¼ inch has been marked up to 86 cents per pound.

COTTON TWINE prices have kept in line with advances on other cotton commodities and new prices have been made on the various kinds which will approximate 5 per cent. of an advance.

Scarcity Advances Prices of Canada Plate

Winnipeg.

CANADA PLATE.—Advances have again been made on this commodity. The scarcity which has prevailed for some time back has had little relief and indications are that future supplies will be harder to procure than ever.

PITTSBURGH MARKETS

ITTSBURGH, May 6.—Blast furnaces and mills are getting along decidedly better than a week or two weeks ago, as to both production and shipments. The improvement is due not so much to striking railway workmen going back to their jobs as it is due to the employment of various expedients, particularly the movement of solid trainloads of freight, and the help of an increasing number of volunteers who are helping to break the strike.

The Youngstown district was affected the most by the rail strike, practically everything being closed for a time, but now about one-half the blast furnaces in the district are operating, and steel production is nearly if not quite one-half of normal. In the immediate Pittsburgh district production is but slightly curtailed, hardly by as much as 20 per cent. Shipments are reduced by a much larger percentage, but the steel at any rate has been made and some time it will go forward, probably to the embarrassment of some customers who will get too much at one time. East of Pittsburgh the furnaces and mills are operating fairly well, while there is no trouble in the south. In the Chicago district, including Gary, operations are at 50 per cent. or more of normal.

The trainload movement that has helped so much has been chiefly of coal and coke. Even single merchant blast furnaces have received coke by the trainload. The blast furnaces operating are not all running at capacity. One merchant furnace interest, for instance, which has ten furnaces scattered at various points is operating all ten, but with slack blast, so that the pig iron output is only about 75 per cent. of capacity. This procedure is regarded as better than banking furnaces entirely at intervals.

The worst feature of the rail strike is that nothing very definite, certainly nothing very vigorous, is being done to settle it. The wage commission at Washington, only set up after the strike started, is at work but there are no definite reports of its making progress.

Taking the iron and steel industry as a whole, operations are curtailed by the rail strike by not more than about 20 per cent., while shipments of finished steel are curtailed by a larger amount. Just before the rail strike the production of finished rolled steel in the United States was at the rate of fully 110,000 gross tons per working day, so that while it is literally true that hundreds of thousands of tons of finished steel are piled in mill warehouses and yards and are loaded on cars which either remain on mill sidings or have gone only a few miles to a convenient public siding, this does not mean such a great deal after all.

Consumption Curtailed

There is a great deal of curtailment in operation of factories that consume steel, arising from the rail strike. Of all materials, coal seems to be the greatest of the restrictive influences, but some factories lack other materials and not a few of course have run out of steel itself. It appears, however, that there were more consumers having a 30 days' supply, or thereabouts, of steel than was generally assumed. The automobile factories have long made it a rule to carry 30 to 60 days' stock of all their materials, but for several months past it has been impossible to follow the rule in all cases. Some stocks of steel, however, had evidently been built up. There have been various reports in the past week of the rate at which the automobile factories in Detroit were running, the reports bein of a 15 per cent. operation up to a 50 per cent. operation. There is much motor trucking of the finer forms of steel such as wire and strips, classes of steel the lack of which may hold up the consumption of much larger quantities of other descriptions of steel that may be in stock. Only a few pounds of strip steel, for instance, are required per automobile, and it is not remarkable that this material is being trucked in five-ton loads.

The Foundries

It is being pointed out that while the average foundry usually carries a good stock of pig iron, the foundries lately have been running into their higher-priced contracts, at above $30 or perhaps even above $35, and have been less willing to stock the higher priced iron than they were in the case of the cheaper iron. Coke has been so scarce for months that the average foundry has not been able to accumulate much stock. Thus some foundries are running out of pig iron, while others are running out of coke.

Less Than 25% of Homes Use Their Requirements in Paints and Varnish; Increased Values Should Be Insured

Planning a Campaign Week to Stir Up Enthusiasm for Floor Finishes—Strike While Housecleaning Season is On—Use Mailing Lists, Advertising, Window Displays — Offer Concrete Suggestions for Finishing Floors and Woodwork

DEALERS in all parts of the country are now active in developing trade in housecleaning lines. The spring housecleaning season is here and the housewife is susceptible to suggestions for lightening the labor and improving the appearance of the home.

Paint is an important requirement at this time for both interior and exterior use, and the dealer knows that the time to strike is when the iron is hot. The time to go after floor painting trade is when floors are being closely scrutinized in connection with housecleaning operations. Carpets are now coming up, furniture is being moved in order that every corner may be cleaned of its winter accumulation of dust and dirt.

A well-stocked paint department offers hundreds of suggestions which the housewife will be glad to have at this time for the improvement of floors. This applies to such lines as fillers, waxes, varnishes, polishing brushes, etc., for the hardwood floors. Crevice fillers, ground color, graining compounds and graining tools to assist in renewing old floors. Floor paints, varnishes, stains and floor enamels to brighten up and renew the kitchen, bath and bedroom floors. Porch and veranda paints for the outside floors and steps. There are here plenty of opportunities and plenty of materials to support a full planned floor paint week.

Select Week During Housecleaning Season

In planning such a week to stir up early spring enthusiasm for painting, the week that is best adapted to anticipate the housecleaning season is the one to decide upon. The campaign will take the form of newspaper advertising with special attention drawn to the lines of floor paint. This should commence about the end of the week prior to the campaign week and run throughout the latter period. Literature concerning the sale should be sent out to prospects, and every facility used to make the campaign known throughout the community. It is not alone enough to make an announcement. The attention and the interest of the community must be obtained in order to draw a crowd and this can only be accomplished by keeping in mind certain important factors. Something unusual will generally suffice to attract first attention, and then the big point is to hold the attention and develop interest. This can best be done by making a seasonable appeal, offering suggestions for the use of paints, varnishes, etc., as aids in beautifying the home, giving definite information concerning possible color schemes, best grades for

(Continued on page 62)

A seasonable window display of paints and varnishes such as will help to stir up enthusiasm at this time of year.

SIGN OF MERIT
BEST B M & Co MADE

MOORE'S AUTOMOBILE FINISH

is easy to apply, flows evenly and produces a smooth, tough elastic finish that wears well.

It gives THAT NEW APPEARANCE to any automobile on which it is used.

MOORE'S AUTOMOBILE FINISH is made in eight popular shades—

Brewster Green, Wine Color, Jockey Red, Auto Gray, Cobalt Blue, Vermilion, Buick Gray, Oriental Yellow.

Put up in convenient size packages and sells at a very *reasonable price.*

MOORE'S AUTO FINISH

MORELUSTRE ENAMEL

MORELUSTRE ENAMEL

Is made with weather-resisting pigments, combined with hard-drying, elastic varnish and meets the demand for a High Grade Enamel which can be used with equally good results on either EXTERIOR or INTERIOR WORK.

MORELUSTRE is especially adapted for Floors, Stairs, Wainscoting, Verandah Furniture, Canoes, etc., and any other surface requiring a durable finish.

MORELUSTRE is made in twelve beautiful shades and put in small size packages for the benefit of the consumer.

WRITE US FOR COLOR CARDS AND PRICES ON THESE TWO LINES.

ALSO ASK FOR DETAILS OF OUR AGENCY PROPOSITION. IT IS A GOOD ONE, AND WILL BRING YOU BIGGER PROFITS.

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Maritime Sales Manager:
R. C. BLAKENEY,
276 South St., Halifax, N.S.

Western Sales Manager:
J. B. CLEVELAND,
Box 821, Saskatoon, Sask.

LESS THAN 25 PER CENT USE THEIR REQUIREMENT

Continued from page 60

the work required, and by offering the experience and ideas of the staff as advice in the selection of these lines.

A plentiful supply of advertising literature from the manufacturers whose lines will figure in the sale, should also be secured for distribution in the store and for enclosure in any letters being sent out. The use of demonstrators, if available, also proves a valuable drawing card as they can give expert advice on the application of the various lines in order to secure best results.

Make Best Use of Windows

Window displays of paint are too valuable a factor to overlook at any time, but their value in connection with such a campaign week as has been suggested is even greater. Possibly concentration upon some one outstanding feature of floor finishes would make a good basis for the display. Such a feature might be the wearing qualities of the line. The use of some comprehensive illustration that will indicate this fact on first glance can be used to good advantage.

In this connection there are one or two suggestions which have been used to display the wearing qualities of floor finishes. One has been to display on a show card how many thousand times boot heels beat up a floor section of flooring finished actually with the dealer's floor varnish or paint and on it places a number of worn-out boots well down at the heel. A card will indicate that the dealers' floor finishes will outwear the shoes that try to wear it cut. There are numerous other ways of effectively demonstrating the wearing qualities of the finishes.

There is little doubt that a campaign if carried out at a seasonable time and along the right lines will bring good results. Every housewife has a keen interest in the appearance of the floors of her home, and there are a great many verandas, back and front, which will need new floor covering in the spring. The increasing use of hardwood floors calls for the greater use of fillers, waxes, floor varnishes, etc.

In proceeding with the campaign week steps should be taken to post each store clerk on the location of the stock, its uses, best method of application, etc., so that some real service can be given the customer when he has been induced to visit the store. The final results of continued neglect of floors can be pointed out in a diplomatic manner, and some suggestions made along such lines as the fact that the replacement value of flooring and other woodwork has increased so rapidly that better protection is now required, just as fire insurance has been doubled owing to higher values. The customer will appreciate the thoughtfulness behind such concrete suggestions and the kindling of a spirit of service to the customer will do much to ensure the success of such a campaign.

"Save the Surface" Convention Held

Gathering of Paint and Varnish Men in Montreal Are Told of Cumulative Effect of Campaign

A CONVENTION of paint and varnish men, sales managers and retail salesmen, master painters and others was held on Friday last at the Windsor Hotel, Montreal, and which was attended by about 125. An outline of the creation of the "Save the Surface" campaign was given, and addresses delivered by local and visiting paint men served to make an interesting and instructive programme, which was enlightening and educative. Planned for the purpose of making salesmen, dealers and painters better acquainted with the objects of this campaign, it was around this idea that the addresses were woven, and a variety of viewpoints were expressed by the various speakers, probably one of the most important of these being the cumulative effects aimed at by the committee directing this campaign.

WM. C. MacLAREN

formerly of Winnipeg, who recently assumed the position of general manager of Ottawa Paint Works, as outlined in a former issue of HARDWARE AND METAL. *Mr. MacLaren takes over the interest formerly held by J. M. Young, and will give special attention to financial and office administration.*

George Henderson, president of the Canadian Paint, Oil and Varnish Association, and chairman of the "Save the Surface" committee, in his address, referred to the "why and the wherefore" of this campaign. It was, Mr. Henderson said, a national gain as well as a gain and benefit for the manufacturer and the dealer. There was not more than one-third of the surfaces of Canadian homes, plants and other paintable surfaces being treated with paint before the campaign started two years ago. There were three reasons or excuses given for not painting, the first of these being the war and its results, but which argument resolved itself into a "penny wise, pound foolish" excuse. The second excuse was that paint and varnish is decorative and not preservative, and which is utterly foolish as an argument. And the third big excuse was that the cost of paint was so relatively greater than such costs before the war that paint or varnish could not be afforded. For these reasons, the speaker said, this educational campaign of the "Save the Surface" committee was opportune.

Mr. Henderson stated that, while the paint manufacturer could doubtless impart a good deal of information as to the advantages of such a campaign, he would be glad to learn from others as to what advantages could be attained.

In delivering an address on "What Has Been Accomplished," A. T. Black, a member of the "Save the Surface" committee, and general manager of the Martin-Senour Company, stated that he believed it was almost impossible to measure the accomplishments. This is evidenced in the fact that there is no machinery that it not being worked to capacity. Travellers, salesmen, retailers and master painters, Mr. Black said, are all linked in the campaign as important factors in its success. They are, so to speak, all cogs in the wheel.

The slogan, "Save the Surface and You Save All," had its birth in the States. The Canadian trade had closely coordinated its efforts with those of the manufacturers in the States, although the campaigns were financed separately. The appeal was made on the highest possible plane, and was general. A great fact was that the sympathy of the Conservation Commission of Canada had been extended, while the campaign had the definite endorsement and approval of the Canadian Trade Commission.

The slogan adopted, Mr. Black said, was one of the most effective that had ever been coined, and as a result of its use the results were difficult to measure. Mr. Black took advantage of the occasion to illustrate some of his facts with slides projected on the screen.

Speaking for the United States committee's work, O. C. Harn, of the National Lead Company, New York, gave an effective and interesting review of what had been done "across the line." He stated that the paint industry was one of the most necessary in the world, and that, whereas certain manufactured lines were made to replace old and discarded ones, paint and varnish had the unique distinction of affording protection and preservation for these manufactured lines. In this way paint and varnish were adding to the wealth represented in these manufactured lines. "It is not what we produce that makes wealth," said Mr. Harn, "it is what we produce and save."

Hillcrest Finishes

Hillcrest Varnish Stain

A leader among the highest-grade varnish stains on the market. Hillcrest dries in twelve hours with a very durable and beautiful high gloss.

One of the reasons for its popularity with the consumer, and its consequent excellent sales, is the handsome and effective imitation it gives of the natural wood in all its beauty.

If you have never sold the Hillcrest Line of Superior Paints and Varnishes, let us send a salesman to demonstrate what the Hillcrest Line will do for you.

Sanderson Pearcy & Co.

LIMITED

272 Van Horne St., (Corner Dufferin Street)
West Toronto, Ontario

"Save the surface and you save all" *Paint & Varnish*

How Hardwaremen Advertise Paints--Nos. 6 and 7

BEARING out the underlying idea of the "Save the Surface" campaign, this advertisement by W. A. May, Creemore, Ont., emphasizes the economy of using paint and varnish to protect the surface. It points out that the real value of a paint or varnish is in the amount of preservation and protection given. Continuing, it indicates that ———— paints possess the required protective value and that they are made for that purpose. "Service, not price, determines the value of paints and varnishes" is the final remark.

"WHAT About Painting This Spring?" is the heading on the ad. by Collingwood Hardware Co., Collingwood, Ont. The use of a strong and bold heading asking a question is one good way of securing attention, providing the question gives a sufficiently complete idea of what the ad. is about, as does this one. In both this ad. and the one above, certain points are emphasized by the use of bold type and then some definite message with a strong appeal is outlined. This ad. points out that keeping the woodwork painted will preserve it indefinitely, while if neglected it will spoil more during one season than it would cost to paint it twice, and then the painting will still have to be done. The use of an attractive border improves the appearance of the anonuncement.

The Luxeberry Painter Says:

"A Smiling Finish Makes a Laughing Household. This is just another way of saying that an attractively finished interior is a big factor in promoting domestic happiness. From this standpoint Berry Brothers' Finishes are joy-makers; I always use them."

The "Berry" label is a sales-maker. Even the smallest buyers know and trust it.

Partial List of Distributors of Berry Brothers' Products

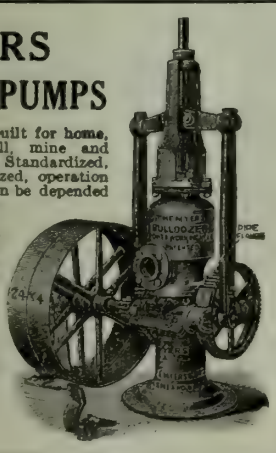
Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance, Ltd., Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONT.

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F. E. Myers & Bro.
ASHLAND
OHIO

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

LONDON BAR IRON

High Grade

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
Limited
LONDON, - ONTARIO

SALES AGENTS

Manitoba—Bissett & Webb, Ltd., Winnipeg. British Columbia —McPherson & Teetzel, Vancouver.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, May 6.—There has been little or no cessation of the activity that has, for a long while, characterized the paint markets. Night and day shifts are being employed to take care of the business, and "we cannot get the goods forward as fast as we would like," is a frequent expression.

The linseed oil situation is no better as far as supplies are concerned. This means that there has been no relief from a price standpoint, and crushers expect that there will be, for some time to come, a continuation of the present tight situation. This is due to the non-delivery of Argentine seed, and supplies from Western Canada are also very scarce. No lowering of prices has been effected this week.

Turpentine is scarcer than ever, part of this being due to the freight congestion, and partly to a heavy demand from all sources. Some jobbers are entirely without stock, they report.

Whiting is scarce, and this means that putty will continue to be very firm. It is unlikely that there will be an immediate improvement. Paints and varnishes, specialties, etc., are selling freely.

"Worse" Turpentine Situation, Say Jobbers

Montreal.

TURPENTINE.—The inevitable reply of jobbers to a question as to the turpentine situation is worse, or no better. This means that freight congestion, labor conditions, and heavy demands have all served to give the jobber but limited supplies of turpentine, and manufacturers are even in a bad way for the required raw material. The market undertone is very firm. A $4 price basis is not at all improbable.

May be Weeks Before Linseed Oil Easier

Montreal.

LINSEED OIL.—Congestion in New York is, at the moment, largely responsible for a continuation of the price basis on linseed oil. There has been no reduction from the prices prevailing last week and with—it is reported—250,000 carloads of Western-bound freight lying in New York for transhipment, it means that the situation cannot be immediately relieved. Some expect that it may take two or even three weeks before seed is received in round lots at the mill, and this means, if such a condition continues, that there will be no cheap oil in May. No one desires to hazard a guess, however, and the trade may find some surprises. Seed from Western Canada is being held at high figures and the mills feel that if Argentine seed could be secured soon there will be an early easing of prices. English oil is reported to have arrived, and at a slightly lower price, but as yet the whole matter of supply is indefinite; acute.

Whiting Harder To Get Than Ever

Montreal.

PUTTY.—Jobbers report that, while whiting has been scarce in the past few months, there is even a more acute situation at this time. Some whiting is of an inferior quality, but it is the better whiting that is so difficult to obtain. Prices on putty are naturally very firm and there is little probability that there will be any lowering of the basis. Trading is seasonably good.

Much Steady Trade For White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—Prices have changed in no sense, and the market undertone is steady. Orders have been coming to hand in a fairly brisk manner, and the jobbers are satisfied with this volume of demand for the product. Government standard lead is selling in 5-ton lots at $19.50 per 100 pounds; in tons at $20, and in smaller lots than tons at $20.35.

Some Belgium Glass May Be Received

Montreal.

GLASS.—Prices of plate and box glass are still very firm, and there is a real heavy demand for all grades. Plates are very scarce as are also the larger sizes of window glass. It is expected that some supplies of Belgian glass may arrive on some of the freighters now sailing, although there is no definiteness in this regard.

Paints and Special Goods Are Very Active

Montreal.

PAINTS AND SPECIALTIES.—Prices are still steadily firm on all paints and varnishes. The same applies on various specialties. Raw materials of various kinds are scarce, and this is causing the manufacturer more or less anxiety. The tendencies are firm. Varnishes are particularly firm in all respects, raw gums, turpentine, oil and other materials being scarce, and labor conditions still difficult.

TORONTO

TORONTO, May 6.—The demand for nearly all paint commodities has again been stimulated and all lines are moving again in full swing. Local stocks of turpentine are said to be almost exhausted and jobbers are rationing their present supplies but are looking forward to a relief of the situation. Practically the same situation applies to linseed oil. Glass continues to be scarce. Commodities depending on whiting for their manufacture are also scarce and in many cases behind in delivery. Ready-prepared paint sales are said to be the heaviest experienced for a number of years. Prices on Paris green are firm and the demand is daily increasing. Collections are coming forward very satisfactorily.

Ready Prepared Paint Sales Are Heavy

Toronto.

READY-PREPARED PAINT. — The cool, unseasonable spring weather which set in during the past week is believed to have delayed paint sales, at least as far as the merchant is concerned. Jobbers state they have been kept very busy shipping out orders which are already on their books; they state new business has not been extra heavy although a fair amount has been offering. The past few days, however, have made a considerable difference to sales, and jobbers state the rush for repeat and sorting orders is again in full swing.

White Lead in Oil Prices Remain Firm

Toronto.

WHITE LEAD IN OIL.—A fairly heavy demand still continues for white lead, although jobbers state the season has developed a backward tendency the last few days on account of the cool weather. However, as the season for warmer weather is fast approaching, they expect that this will soon be remedied and are looking forward for a heavy turnover. There is said to be considerable inquiry for export business, but whether this develops remains to be seen.

Ramsay's

"The Right Paint to Paint Right"

The Customer Satisfaction Paint

Paint that builds lasting trade.

This will be a record year for paint and for Ramsay Paint. Hook your business up with our aggressive advertising and exceptional service. It will pay you.

A. Ramsay & Son Company

Makers of Property Preserving Paints and Varnishes for 78 years

Toronto **MONTREAL** **Vancouver**

Distributors

EDMONTON DISTRICT
Revillon Wholesale Limited, Edmonton

CALGARY DISTRICT
The McDonald-Baker Co., 818 8th Ave. W., Calgary

NOVA SCOTIA
Jas. Simmonds Limited, Halifax, N. S.

although it can readily be seen that with the extensive building requirements of Europe that large quantities of this material would be needed. The present price is very firm and low stocks of pig lead are said to be on hand.

Paris Green Prices Firm; No Prospect of Decline

Toronto.

PARIS GREEN.—A fair movement is noted for Paris green, although jobbers state that most of this is booked. Orders at present quotations are held very firmly. The opinion seems to be that there is no chance of lower prices being made for the present. The present quotations are as per current quotation pages.

Plate and Window Glass Still Scarce; Price Firm

Toronto.

GLASS.—The scarcity of glass continues to be very noticeable and very few are able to get all their requirements it is believed. It may be that when the freight embargo is lifted from the United States railroads that shipments will come in better and the demand to a certain extent will be satisfied. Fair shipments of plate glass are coming from Belgium, although it is stated that even with this relief the quantity is not nearly sufficient for the present demand, which is generally considered to be a very heavy one. The prices on window glass are as per current quotation page.

Whiting Situation Affects Cold Water Paints; Putty

Toronto.

COLD WATER PAINTS.—The situation of this commodity may not be at all favorable in the near future unless whiting comes to hand in larger quantities, it is stated. Jobbers state the demand is a heavy one and that they are receiving in many cases shipments now which they should have had in their warehouses around the first of the year, and believe this is true all down the line. The reason for the shortage is attributed to the English producer, who in turn states that he cannot get sufficient labor even at a higher price to handle the product as in pre-war days, and that owing to the war activities stocks all over the world have become so depleted that the rush seems to come all at once, and everybody is crying for their shipments. The present quotations on cold water paints are firm although no immediate change is looked for. The prices are quoted in the current market quotation pages.

PUTTY.—The above conditions practically apply to putty. The present quotations are firm, although unchanged, and are as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$6 85	$7 10	$7 45
Do., in 100 lb. irons	7 70	7 95	8 30
Do., 25-lb. irons	7 95	8 20	8 55
Do., 12½-lb. irons	8 20	8 45	8 80
Bladder, in barrels	8 60	8 85	9 20

Pure Putty, $2.50 cwt. advance.

Ottawa prices are 25c; Hamilton 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

How Hamilton Merchants Sell Paint

(Some notes of value from the experience of Hamilton dealers, who report good-sized paint sales).

HAMILTON, ONT.—One of the fast moving lines in Brown Hardware, Ltd., store is paint. A new plan has been adopted by the management this year. "Where formerly we could sell to people by advising them to paint for decoration, we now have to advise them to paint for protection in order to make sales," said Mr. Brown to HARDWARE AND METAL. "The new plan seems to appeal strongly to our customers."

"What do you consider the greatest essential in selling paint?" was the question put to R. S. Simpson, manager of Stanley Mills & Co., hardware, after he had informed HARDWARE AND METAL that business in paints this year has been greater than formerly despite poor weather.

"Quality is the first thing," he replied, "and then it is necessary to have someone selling paint who understands the line and can offer suggestions for color schemes and how paints should be applied."

Harry Boniface, of the Boniface Hardware, has some novel ideas in the sale of paints and varnish which have helped to develop the substantial trade in these lines now being done.

"With every parcel wrapped up I place one of the color cards or booklets issued by the paint manufacturers. They are of great value when handled in this manner, in encouraging the idea of painting in the home," says Mr. Boniface.

Discussing paint sales with HARDWARE AND METAL he told of an incident showing the value of studying color schemes and knowing good color combinations. In reply to an advertisement a customer came to the store from a great distance. He did not know what color combination he wanted and so complied with the clerk's suggestion. A short time later another customer came to the store and wanted suggestions as to color schemes. "Where do you live?" he was asked. On naming the street he was asked if he had seen a certain house, being the one the former customer had painted.

"Why that was the very one I had in mind. Could you sell us the same shades as that?" was the reply.

Turpentine Supplies Almost Exhausted

Toronto.

TURPENTINE.—The turpentine situation is proving a considerable drawback to manufacturers and consumers alike throughout the trade. While it is the season of the year for receipt of the new crop, the freight transportation and other difficulties have practically cut off shipments from the South, leaving the local markets almost bare. It may be that transportation difficulties will right themselves in the course of a few days, This being the case jobbers and importers are hopeful for an early arrival of supplies to fill up their depleted stocks. Owing to the great shortage no prices for barrel shipments are current as no one seems to have barrel quantities to sell. Jobbers generally are only delivering in lots of from 5 to 10 gallons to a customer in order to make supplies spread out till the arrival of new supplies.

Turpentine—	Per imp. gal.
1 barrel lots	....
2 to 4 barrel lots	....
5 gal. lots	4 00

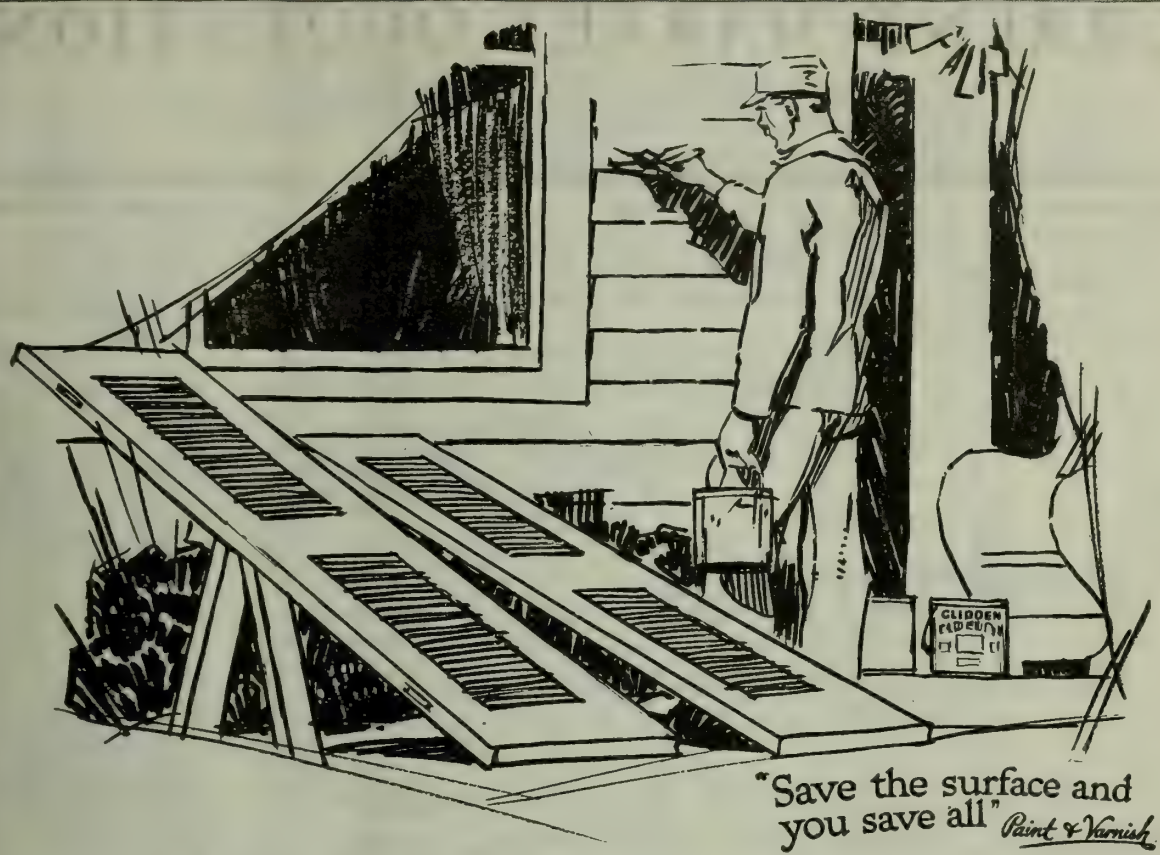
Linseed Oil Stocks Light; Situation Not Relieved

Toronto.

LINSEED OIL.—Little improvement is shown in the linseed oil situation and stocks are still said to be very light. The embargo on the United States railroads may account for this to a considerable extent as it is believed that very heavy shipments are tied up in transit and crushers are practically helpless as far as securing the seed is concerned. It was believed at one time that there might possibly be considerable seed of Canadian origin appearing on the market around this time of the year, but so far the opinions seem to be groundless, and crushers state that Canadian seed is not coming forward, should there be any quantity, although it is the season of the year when linseed oil is usually at its low level for the season, this year's price has shown no weakness for considerable time past, and while it may be true that English oil is coming on the market, it is not believed that the quantities are heavy enough to influence the price, at least at the present time, and jobbers and crushers are of the opinion that no lower prices will be made on linseed oil for at least two or three weeks. The following are the present quotations:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	2 87	2 95
3 to 5 barrels, gal.	2 86	....
10 barrels and over, gal.	2 84	....
	Boiled	
1 to 2 barrels, gal.	2 90	2 98
3 to 5 barrels, gal.	2 89	....
10 barrels and over, gal.	2 87	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal higher than single barrel price.



"Save the surface and you save all" *Paint & Varnish*

Confidence in Paint

Because the name Glidden is known throughout the Dominion for good quality in paint and varnish materials is one reason why you can have every confidence in Glidden Endurance Paint. Glidden Varnishes stand in high esteem by painters everywhere. So with Glidden Enamels. Glidden Jap-a-lac is a household word. Now this word stands for Paint—Glidden Endurance Paint—a pure lead and pure zinc paint having just the right proportions of those paint pigments and paint liquids that produce enduring ability.

Not the cheapest paint you can sell per gallon, but by far the most profitable paint you can handle when "turnover" and general consumer satisfaction are considered.

Let us mail you our special paint proposition.

THE GLIDDEN COMPANY, LIMITED
Toronto, Ontario

BRANCHES: Montreal and Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 30/10/20%.

AMERICAN AMMUNITION

Advance 25% on American list.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	13 25	14 50
Hunters' Axes	12 50	14 50
Single Bits, doz.....	17 00	19 50
Double Bit	21 75	24 25

On weights heavier than base add to list as follows:

Group 2....$	.25	Group 3....$	.50
Group 4....	.75	Group 5....	1.00
Group 6....	1.25	Group 7....	1.75
Group 8....	2.25	Group 9....	2.75
Group 10...	3.25		

Bench—No. 1, doz...........	$17 50
No. 2, doz...........	20 00
No. 3, doz...........	22 50
No. 4, doz...........	24 50
No. 5, doz...........	27 00
No. 6, doz...........	30 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a l .

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$3.00.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16.....$	6.00	13/16.....$	12.00
4/16.....	5.00	10/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$11 00
1—18 x 24	10 78	12 92
2—18 x 28	12 10	15 12
3—20 x 30	13 86	18 15

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$2 50
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	....
Diamond King (glass)......	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	6 00
Jubilee	6 65
Neptune	6 00
Newmarket King	6 65
Original Globe	6 75
Pony	2 75
Royal Globe	6 00
Solid Back Globe	6 75
Standard Globe	6 00
Surprise	....
Supreme Zinc	....
Western King (enamel)	9 00

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., extra heavy	$14 00
30-gal., standard	12 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. diaand smaller, 6 in. and shorter, 10%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 15%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, net.
Machine Bolts, 7-16 in. dia. and larger, net.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Square Head Blank Bolts, net.
Bolt Ends, net.
Plow Bolts, 5%; all others plus 20%.
Elevator Bolts, large head, net. corrugated head, 30%.
Fancy Head Bolts, net.
Shaft Bolts ($3 list), net.
Step Bolts, large head ($3 list), net.
Whiffletree Bolts, net.
Nuts, square, blank, add to list, $2.00.
Nuts, square, tapped, add to list $2.25.
Nuts, hexagon, blank, add to list $2.25.
Nuts, hexagon, tapped, add to list, $2.50.
Stove Bolts, 47½%. Tire Bolts, 35%.
Terms 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb..11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets, 24 gauge and heavier, base	$0 39
Rods, base ½ to 1 in., round	0 36
Tubing, seamless, base.	0 45

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 5%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS. HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
F.O.B. Montreal, Toronto, Hamilton.	
Good Morning, each........	1 60
Lookout	2 00
Sleepmeter	2 16

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$.....
Clothes Bars, No. 1..........	14 40
No. 2	19 00
No. 3	14 40
No. 4	18 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	Doz.
18—100 ft. lengths.........	$7 20
18— 50 ft. lengths.........	4 00
19—100 ft. lengths.........	6 10
19— 50 ft. lengths.........	3 55

F.o.b. Montreal, Toronto, London.

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 25%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs.
F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz
No. 111	$1 85
No. 121	1 96
No. 127	2 80

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 41	0 41
Plain Tinned, 16 oz. and heavier, lb.....	0 45	....
Polished and Tinned, 16 oz. and heavier, lb.	0 50	....
Tubing, lb.	0 46	0 47

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 10
No. 7, lb.	1 09
Nos. 8, 9, 10, 12..........	1 08

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:
2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....

DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

⅛.........$	0.45	10/32......$	1.20
5/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.90	27/32......	2.00
13/32......	.95	⅞.........	2.10

Cash in on Bicycle Week

Every bicycle prospect has been reached with the past week's advertising. Now is the time to cash in on the keen interest aroused during Bicycle Week.

Make an attractive display of C. C. M. Bicycles. It will bring interested prospects into your store.

C·C·M· Bicycles

MASSEY—PERFECT—RED BIRD—CLEVELAND—
COLUMBIA—GENDRON—IVANHOE

Canada Cycle & Motor Co., Limited
Montreal, Toronto WESTON, ONT. Winnipeg, Vancouver

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

J. J. Turner & Sons Limited
PETERBOROUGH, ONT.

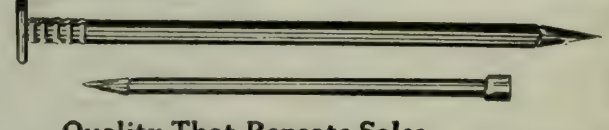
We have a large stock of

Carriage and Machine Bolts
Coach Screws
Rivets, Nuts and Washers

Orders Filled and Shipped Immediately

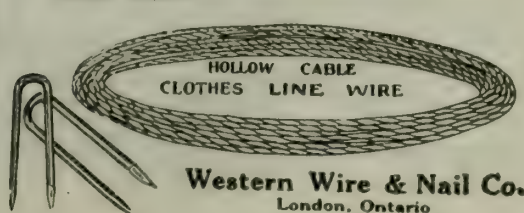
London Bolt & Hinge Works
London, Canada

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY



Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.



Western Wire & Nail Co.
London, Ontario

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	42½%
Blacksmiths', ½-in. shank	27½%
Straight Shank	27½%
Straight Shank, wire	27½%
Taper Shank	27½%

DUSTERS, HAND

O-Cedar $9 00
Discount 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer. Nov. 1, 1899.	50 %
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under, 30%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 70	0 80
B	0 28	0 39
C	0 18	0 28

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4- in. and under	60%	..
4½-in. and larger	50%	....

4- in. and under, running thread, 80%.

Terms, 2% 30 days. Approved credit. Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 50
Under 40 lbs.	4 25
Ri-Treadle, each	7 00
Cycle BB	9 40

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 00
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE Doz.

Sisal, 7-16 in.	$24 00
Do., 9-16 in.	36 00
Jute, 7-16 in.	18 60
Do., 9-16 in.	31 80

HAMMERS, SLEDGE

Can. 5 lbs. and over, cwt.	$19 25
Under 5 lbs.	24 00
Masons, 5 lbs. and over, per cwt.	22 00
Masons, 5 lbs. and under	27 00
Napping, up to 2 lbs.	.....

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Ceder Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 30
Atlas, No. 1	13 80
Atlas, No. 2	15 80
Stearns, 4 in.	9 75
Stearns, 5 in.	13 20
Perfect, No. 1	10 45
Canada	12 50
Hatch	12 75
National	14 50
America	16 50
Great West	30 00
Storm King and safety hangers, doz.	14 00
Steel track, 1¼ in.	9 00-12 00

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Glower Heater	9 00
Heatray Heater	11 00

Discount 25%.

Majestic, 1 Burner	$10 00
Majestic, 2 Burner	15 00

Discount 27½%.

Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES. Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	.....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount.

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft.	$23 00
Corrugated, ⅝ in., 100 ft.	26 00
Corrugated, ¾ in.	29 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 8 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickel-plated, set	2 30
Mrs. Potts, handles, japanned, doz.	1 50
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated	5 50
Canadian Beauty Electric Irons—New Style, each	5 44
Hotpoint Domestic Electric Irons, each	5 25

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point	$16 50
Lightning	15 00
Heath's	15 00

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.	
20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 33	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 38
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	....	1 20
Cold blast	1 00	1 10

3 doz. cases, $1.10 doz.; 6 doz. cases, $1.10 doz.

Cold blast, genuine ruby $4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$2 25
Steel Thumb, No. 3	3 00
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 50
Noiseless	16 25
Hamilton	13 50
Peerless	13 00
Snowball	18 75
Momentum	20 25
New Century, style A	18 00
New Century, style B	20 00
New Century Electric	155 00
Playtime, engine drive	26 00
Ideal Power	27 00
Seafom, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular No. 2	12 50
Economic	
Popular, No. 1	13 00
Champion	20 20
Blue Bell, without stand	18 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Low pressure water motor asher, each	28 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor Vacuum	26 00
Patriot	23 00
Jubilee	11 25
Canada First	23 00

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$2.40
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$14 25
Pick, doz.	14 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS Doz. Net

Liquid Veneer		$14 00
O-Cedar, less handle		12 60
Do., with handle		14 70
S. W. Mops, complete		6 00
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 35
Crank wringing	8 25-	9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	25%
Empress	25%
Mayflower	25%
Star, Ontario, Daisy	25%

F.o.b. Toronto, Guelph, London, Hamilton.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Toronto, Hamilton, Milton, $5.75 base.

F.o.b. Montreal, $5.85 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, $6.00 base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.35; London, $7.50 base; Toronto, $6.85.

Roofing Nails — American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.

London—Kegs, $10.75; 25-lb. box, f.o.b. Montreal, Toronto, Hamilton, $11.75.

The CROWN DIAMOND *Quality Line of Paint Products*

"Save the surface and you save all" *Paint & Varnish*

WHITE LEAD

Our White Lead plant is equipped with the most modern and improved machinery. The corroding is done by the modified Dutch process which ensures a lasting white of remarkable smoothness and freedom from moisture. We have prepared a little booklet describing our White Lead Plant which we will gladly send on request. It is entitled "From Pig Lead to White Lead."

From the very inception of our business 78 years ago, we have consistently endeavored to maintain a high standard of quality and create a lasting impression for all Crown Diamond Paint Products.

In keeping with this our policy is to control, as far as possible, all the raw materials which enter into our paints. We trace materials to their source and import from the four corners of the earth. We manufacture our own dry colors. Corrode our own white lead, and by doing this we have continuous control of practically all the products which enter into our paints. This assures high and constantly uniform quality.

Modern scientific research and tests have given convincing proof that Crown Diamond Paints are essentially pure paints. Paints made to endure.

The Crown Diamond Line of Paints is most complete. A paint for every purpose, and each made specially to give the utmost value for the money expended.

We manufacture Crown Diamond Liquid House Paint, Floor Paint, Porch Paint, Barn Paint, Shingle Stains, Marine Paint, Flat Wall Tone, Carriage Paint, Implement and Wagon Paint, Varnish Stain, Shellacs, Varnishes, Dry Colors, Colors in Oil, etc.

If you are interested in procuring reliable information on the purity of paint and what constitutes a practical paint, write us to-day.

McARTHUR, IRWIN, LIMITED

Established 1842 **TORONTO**

DISTRIBUTORS OF CROWN DIAMOND PAINTS. Stewart & Wood, Limited, Toronto. W. B. Dalton & Sons, Kingston. Crowell Bros., Halifax, N.S. Robertson, Foster & Smith, Limited, St. John, N.B. Farquhar & Gill, Vancouver, B.C.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 50
No. 6	6 25
No. 7	6 00
No. 8	5 75
Nos. 9 to 12	5 50

Discount. 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	$5^5/_8$"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 16-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1-in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Best (American)	$23 70
Clipper (spun)	23 70
Clipper (unspun)	22 00
U.S. Navy (spun)	.....
U.S. Navy (unspun)	.....
Plumbers' (spun)	11 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 26½
Palacine, gal.	0 29½
Gasoline, net, gal.	0 37
	Gallon
Black oil (summer)	0 20
Black oil (winter)	0 20½
Imperial Kerosene tractor	1 25
Capital, cylinder	0 82½
Machine oil, regular grades	0 47½
Standard gas engine oil	0 52
Paraffine	0 31

List, less 15% on above.

Polarine Oil, list	1 25
Polarine Oil, heavy, list	1 25
Polarine A, list	1 25
Gargoyle Mobiloil E and Arctic	1 40
Gargoyle Mobiloil, B	1 80
Gargoyle Mobiloil BB	1 75
Gargoyle Mobiloil A	1 50

List, less 25% on above.

Fuel oil, bbls. net	0 16
Fuel oil tank cars, net	0 14

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER

Per 400-ft. roll	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 40	
Dry Fibre, No. 2, Anchor	0 95	
Tarred Fibre, Anchor, No. 1	1 50	
Tarred Fibre, Anchor, No. 2	1 12	
Rosin Sized Sheeting, blue	1 10	
Surprise Fibre	0 97	
"Stag" Sheathing	0 97	
Tarred felt, per cwt.—		
7, 10 and 16-oz.	5 55	
Cyclone (dry)	1 40	
Cyclone (tarred)	1 50	
Joliette (sheathing)	0 95	
Joliette (tarred)	1 12	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.	8 00	
Straw, sheathing, heavy, dry, cwt.	5 30	
Do., tarred, per cwt.	5 45	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

1-lb. pkgs., gross	$23 00
2-lb. pkgs., gross	44 00
In barrels, 250 lbs., lb.	0 13
Barrels of 5 lbs. cotton bags lb.	0 14
In kegs, 125 lbs., lb.	0 15
In 50-lb. boxes, lb.	0 17
In 25-lb. boxes, lb.	0 18

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	11 80
6 to 7 lbs., doz.	12 50	12 80
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	2 00
4 gross (cartons), 4-in.	2 00
Spring, 2 grs. box	1 75

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 44—April 8, 1920

Standard Buttweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot Iron Blk.	Gen. Wrot Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 13	7 26	5 43	7 56
⅜ in.	5 13	7 26	5 43	7 56
½ in.	6 84	8 42	7 27	8 84
¾ in.	8 45	10 58	9 03	11 16
1 in.	12 50	15 64	13 35	16 49
1¼ in.	16 91	21 16	18 06	22 31
1½ in.	20 21	25 31	21 59	26 68
2 in.	27 20	34 04	29 05	35 89
2½ in.	43 00	53 82	.....	.....
3 in.	56 23	70 38	.....	.....
3½ in.	71 30	88 32	.....	.....
4 in.	84 48	104 64	.....	.....

Standard Lapweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot Iron Blk.	Gen. Wrot Iron Gal.
2 in.	$30 90	$37 74	$34 60	$41 44
2½ in.	45 34	56 16	51 19	62 01
3 in.	59 29	73 44	66 94	81 09
3½ in.	73 14	90 16	82 34	99 36
4 in.	86 66	106 82	97 56	117 72
4½ in.	0 98	1 23	1 24	1 49
5 in.	1 15	1 44	1 44	1 73
6 in.	1 49	1 86	1 87	2 25
7 in.	1 94	2 43	2 42	2 90
8L in.	2 04	2 55	2 54	3 05
8 in.	2 35	2 94	2 92	3 51
9 in.	2 81	3 52	3 50	4 21
10L in.	2 61	3 26	3 25	3 90
10 in.	3 36	4 20	4 18	5 03

Terms. 2% 30 days, approved credit.

Freight equalized on Chatham. Guelph, Hamilton, London, Montreal, Toronto. Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 5% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	15%
Medium and extra heavy pipe, 2, 3, 5 and 6	10%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	5%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$10.00-$10 50
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal.	Montreal	Toronto
Ordinary, 52 sheets	$9 25	....
Do., 60 sheets	9 35	....

PLATES, COKE, TIN

	Tor.	Mont.
	Per box	
IC. 20x28 112 sheets	....	27 00
IX. 20x28 112 sheets	....	30 00
IXX. 20x28 112 sheets	....	33 00
IXXX, 20x28 56 sheets	....	18 00

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC. 14x20 base	$15 00
IX. 14x20 base	17 00
IXX. 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$2 80
Samson, 2-ply, roll	3 25
Samson, 3-ply, roll	3 80
Everlastic, 1 ply	$2 25
Everlastic, 2 ply	2 65
Everlastic, 3 ply	3 05
Panamoid, 1 ply	2 10
Panamoid, 2 ply	2 45
Panamoid, 3 ply	2 80
Red Star Ready Roofing, 2-ply	2 10
Do., 3-ply	2 50
Liquid roofing coating, per gal., in barrels	0 60
5 and 10 gal. lots, per gal.	0 75
1 gal. cans, gallon, doz.	10 20
Coal Tar (refined), bbl.	8 50
Coal Tar (crude)	7 25

F.o.b. Toronto and Montreal

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	22½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in. ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	28
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 94
Do., ¼ in. and up	0 92½

F.o.b. Toronto, Montreal, London, Brantford, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85
	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 7 25	$ 25
10 lb.	9 75	25
240 lb.	16 50	75
600 lb.	37 00	1 00
1200 lb.	46 00	1 50
2000 lb.	65 00	2 00
2000 lb. Drop lever	74 00	2 00

Champion, discount 10%; standard scales, discount 10% off standard list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	20

TIME SAVER

TIME

SAVER

TRADE MARK

TIME SAVER

TIME

SAVER

TRADE MARK

Lift the Dolly—then Raise the Lid

The sale of the Time-Saver Electric Washer and Wringer is increasing by leaps and bounds in Canada and abroad.

There are many reasons for its popularity. It does perfect work, has no complications to get out of order, runs quietly, is solidly made, beautifully finished and reasonable in price.

Perhaps the most appreciated feature of all is the patented dolly. The dolly revolves the clothes in the hot, soapy water—sixty times one way and sixty times back again, every minute. The hot suds are forced through the clothes—thoroughly cleaning them **—without rubbing.**

The dolly on the Time-Saver has an exclusive and patented advantage. **It can be raised independently of the lid.**

When you raise the lid, you do not drag up a pile of heavy, wet clothes. The dolly is lifted first and the clothes freed from it. When you lower the lid again, the clothes are not scooped over to one side of the tub. Lower the lid and then drop the dolly right on the centre of the washing. There is no danger of tearing delicate materials when the lid is raised.

Your customers—like so many other up-to-date housewives—will appreciate the Time-Saver.

MR. A. S. WALBRIDGE.

Mr. Walbridge is Manager of Beatty Bros., Limited, Selby Ave., Westmount, Montreal.

The Montreal Branch has been unusually successful in introducing BT Washers. Previous to undertaking the management of the Branch in Montreal, Mr. Walbridge travelled all over Quebec in the interests of Beatty Bros. Limited, and is well known throughout the Province.

Fergus, Ont.
London, Ont.
Montreal, Que.
St. John, N.B.

Beatty Bros. Limited
Bulletin

Winnipeg
Edmonton
Vancouver
London, Eng.

SCREWS, WOOD BENCH

Dozen $7 00

SCYTHES Doz.

Cast Steel $17 25
Golden Clipper 18 20
Little Giant 19 25
Bush 17 75

SNATHS Doz.

00 Patent $15 50
1 loop 14 90
2 loops 14 30
3 loops 13 10
Bush 16 10

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$12 00	$11 50
26 gauge	11 75	11 25
24 gauge	11 15	10 65
22 gauge	10 80	9 80
20 gauge	....	9 35
18 and 20 ga..	10 10	....

F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report

SPOUTS, SAP

Eureka, per M. $12 50

STANDS, WASHTUB—
Reversible Drip, each $2.25

STAPLES (Fence—Galvanized)
Bright 6 10
Kegs 7 10

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner..$25 50

STRETCHERS, CURTAIN—
Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings,
cyco b. b.................$ 62 00
Club, jap., cyco bearing..... 120 00
Champion, jap. fittings...... 47 00
Grand, jap., cyco b.b........ 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b..... 60 00
Standard, jap. fittings....... 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 56 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario...........$10 00

TACKS Discount
Wire Tacks 70%
Revised Hardware Tack List
adopted Jan. 30, 1920...... 70%
Double-pointed tacks 65-10%
Shoe findings list adopted
Dec. 15, 1919.............Net list
List of Capped Goods
adopted Jan. 1, 1916.........70%
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 44
Upright, with rack 6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list. Samson, ... discount.
F.O.B. Montreal, Toronto, Hamilton, London.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	35	35	35
Draining Tools ...	35	35	..
Hollow Back Scoops	35	..	35
Sand Shovels	35	..	35
Hollow Back Shovels	35	..	35
Hollow Back Coal Shovels	35	..	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	..	..

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades ...	$29.00	$28.00	$25.00
Draining Tools, No. 2, black........	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen. F.O.B. factory only.

Perfection, No. 33, 3-burner.. 31 00
Perfection No. 34, 4-burner.. 40 00
No. 22G oven for above stoves 9 00
Discount, 30% off list.
McClary Glass Front Oven
No. 70, each, net......... 5 00
Detroit Glass Front Oven,
No. 85, each, net ....
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List
No. 525, each $9 50
No. 530, each 10 50
No. 630, each 13 50
Discount 30% off list.

TRACK BARN DOOR
Hatch Trolley, per ft....... ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in.
per ft. ....

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in...... $6 90 15 in......$12 50
10 in...... 7 70 18 in.. ... 16 00
12 in...... 9 10 add 5% to list.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... 3 50
Jump, No. 1 .... 3 70

Hawley & Norton, No. 1.... 5 60
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE BINDERS Per ft.
500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 2,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. 1 00
Cones, 3-ply, lb. 0 96
Do., 4-ply, lb. ....

VALVES AND COCKS
Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 34%
Basin cocks, No. 0—Standard. 23%
No. 1 and 2................ 23%
Bath cocks—Compression 30%
Flatway stop and waste cocks,
Standard 32%
Roundway stop and waste
cocks—Standard 32%
Brass steam cocks, standard..Net list
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves,
standard 5-9%
Gate or Straightway...........Net
Jenkins Gate Valve............10%
Standard Gate ....list plus 5%
Jenkins Globe ....list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 65	0 90
1½	0 80	1 20
2	1 10	1 75

Penberthy Brass Valves
Compodisk Valves ....net list
Gate Valves ....5 and 2½%
Regrinding Valves ....add 5%
Swing Check Valves......add 7½%

WARES, ETC.
Britannic, advance 50%.
Scotch Grey Ware, 45 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, list, plus 10%
Canada Ware, list, plus 10%.
Crescent, 45% and 5%.
Diamond, plus 10%.
White Ware, 40%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, plus 25%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%
Tinners' Trimmings, general, list. plus 20%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 33 1-3%
Pieced Ware, ordinary, list, plus 50%.
Pieced Tinware, C.B., list, plus 70%.
Fry pans, Acme, 20%.
Fry pans, Quick Meal, plus 15%.
Spiders, steel, plus 15%.
Fire Shovels, japanned, list, plus 33 1-3%.
Steel Sinks, galv'zed, list plus 25%.
Steel Sinks, painted, list plus 25%.
Light Galv. Pails and Tubs, list plus 40%.
Heavy Galv. Pails and Tubs, list plus 30%.
Hollow ware, add 25%.
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus, 50%.
Galv. Coal Hods, list, plus 65%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15%.
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 50%.
Copper Tea and Coffee Pots, list plus 50%.
Stove and other Pipe, list, plus 60%
Stove Pipe Thimbles, 40%
Stove Pipe Elbows, black and galv., list, plus 33 1-3%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 30% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs. cash in 30 days less 2%.
Net extras, 26 to 40 lbs. of a size $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs..	$5 00	$8 40	$5 00
Section, ½ lb., per 100 lbs..	5 00	5 50	4 75
Solid, 3 to 30 lbs., per cwt.	3 40	4.50	3.10-4.00

WHEELBARROWS
Navvy, steel wheel, doz.....$81 00
Garden Steel, doz. 72 00
Light Garden, doz. 88 00
F.O.B. Montreal, Toronto ....

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Annealed base 5 75
Bright base 5 75
Galvanized price on application.
Coil spring on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire
No. 18 ....$9 00
No. 19 .... 9 50
Fine wire, list plus 30%.
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 35%.
Canadian discount, 45%.

WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 165 50
Favorite, No. 511E........ 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 92 80
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 154 00
Challenge, No. 311E 100 30
Warranty 120 80
Bicycle 109 30
Safety 103 50
Eze 99 80
Rapid 90 80
Discounts from above list 20 per cent.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

TINKER TOM'S TALKS.

No. 258

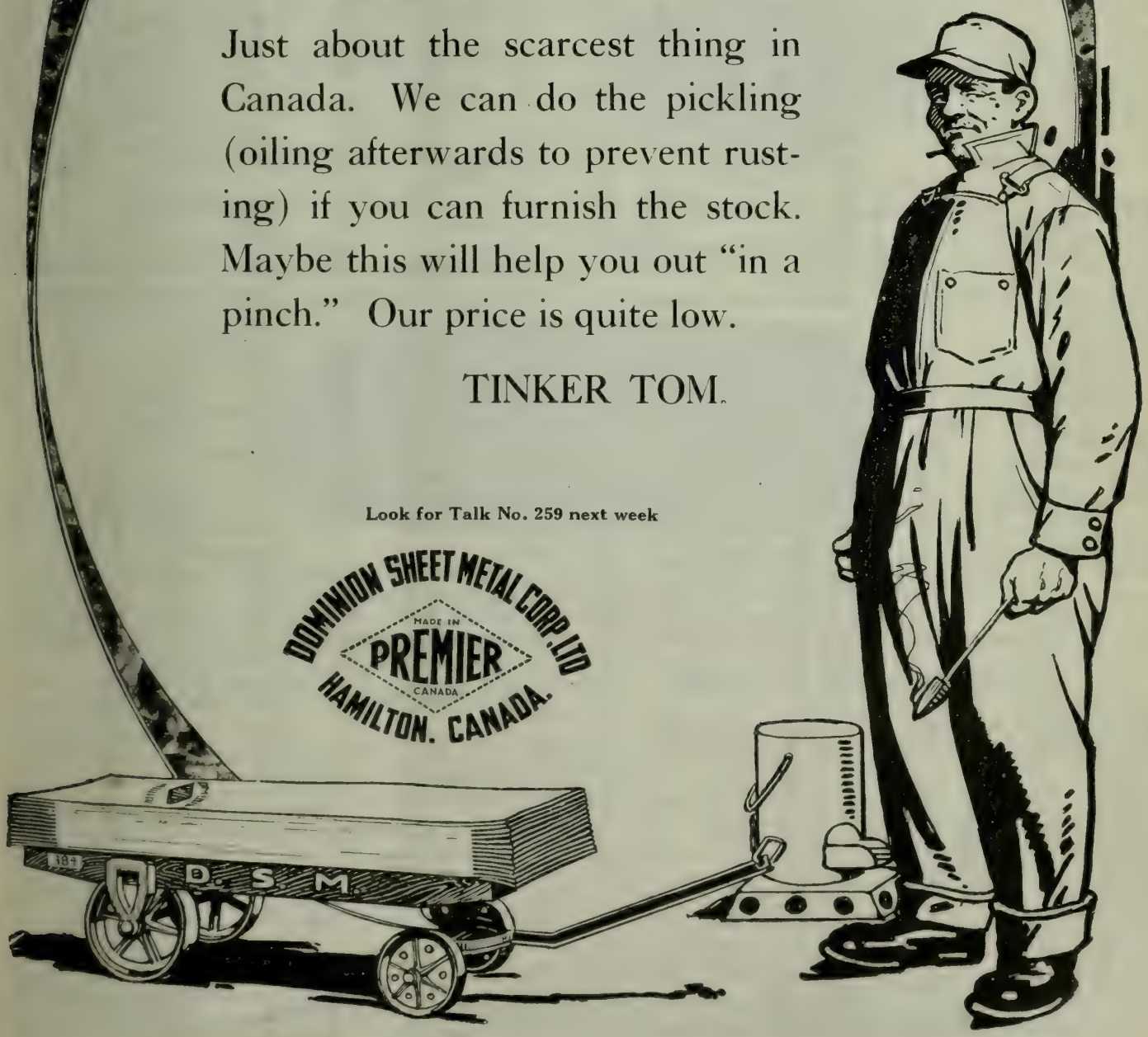
PICKLED SHEETS

Just about the scarcest thing in Canada. We can do the pickling (oiling afterwards to prevent rusting) if you can furnish the stock. Maybe this will help you out "in a pinch." Our price is quite low.

TINKER TOM.

Look for Talk No. 259 next week

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.



Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Montreal, Toronto, London.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	05-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	05-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	15½-19
Chrome green, pure	31-35
Chrome yellow	25-41
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	31-32
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ochre, 10-lb. kegs	10-12
White ochre, 100-lb. kegs	05½-06
Do., barrels	04-04½
Yellow ochre, barrels	04-05½
French ochre, barrels	05-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 00
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
Mooramel	7 00
Sunshine, white	5 75
Jasperlac	4 15
Invincible	6 90

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	36 30
61 to 70	26 50	32 70
71 to 80	29 70	35 20
81 to 85	....	45 45
86 to 90	....	42 35
91 to 94	....	49 30
95 to 100	....	53 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.

Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS

Zinc coated, ½ and ¼ lb. packages, 22c lb.

F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 60
Red Seal	20 00	20 35
O.P.W. English	20 00	20 35
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $23; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 50
Genuine, 100-lb. casks	15 50
Less quantity	17 00
Genuine Eng. casks	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	
10s	0 35	
5s	0 36	
1s	0 39½	
½s	0 43½	

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL

For prices see weekly report.

LITHARGE

Tons or over (cwt.) $14 00
Smaller lots (cwt.) 15 00

LIUIQD, BRONZING

Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal. 4.50- 7.00

F.o.b. Montreal, Toronto

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 10
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 20
Moore's House Colors, colors	5 00
Moore's Preservo Paint, white	3 75
Do., colors	3 60
Moore's Floor Paint	3 95
Moore's Sani-Flat	3 95
Moore's Porch and Deck Paint	5 00
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 75
½ bbls., gal.	0 80	0 80
5s and 10s gal.	0 90	0 90
1s (per case of 1 doz.)	10 45	10 50

Everjet Black Enamel—	
Crates of 2 doz., 8-oz., doz.	2 35
Crates of 12 doz., 8-oz., doz.	2 10
Crates of 2 doz., 16-oz., doz.	2 50
Crates of 6 doz., 16-oz., doz.	2 35
1-gal. cans, gallon	1 75
5 and 10 gal. cans, gal.	1 50
Barrels and ½ bbls., gal.	1 25
Carbosota Liquid Creosote Oil—	
Barrels	0 55
Half barrels	0 60
5s and 10s, gal.	0 70
1s (case 12 gallons), case	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots.)	Per lb.
In barrels, about 600 lbs.	0 52
In kegs, about 250 lbs.	0 52½
In 50 lb. and 100 lb. drums	0 53
In 25 lb. drums	0 54
In 1-lb. packets	0 56
In ½ lb. packets	0 58
1 lb. tins	0 58
½ lb. tins	0 60

F.o.b. Montreal, Quebec, Moncton St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY

See Weekly Report.

ROSIN

Barrels, 100 lbs. $12 00
Less, per lb. 0 14

SHELLAC

	Pure white	Pure orange
Per bbl.	$9 75	$9 00
Gal. jugs	10 05-10 15	9 30-9 40

F.O.B. Toronto, London, Montreal.

NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 00
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$1 50
O.P.W.	1 50
Anchor	1 40

No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.

B.-H. Floor	4 80
B.-H. Maritime Spar	6 00
B.-H. Hard Oil	3 24
B H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 [illegible]
Ramsay's Universal	3 45
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 12½
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg	0 75
½ gal. package, per pkg	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Discotent	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20

WASTE

Cream, Polishing $0 25

WHITE

XXX	0 22½	XXX	0 24
XX	0 20½	XX, grad	0 22½
X	0 18½	XLCR	0 21
XC	0 17½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 5	0 16¾	Fancy	0 19
No. 1	0 16½	Lion	0 17
No. 7	0 15	Standard	0 15
No. 1A	0 13¾	Popular	0 13
No. 1B	0 11¾	Keen	0 11

Above lines subject to trade discount for quantity.

WAX	Per lb
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 70
Jamieson's liquid wax, gal.	3 50
Gold Medal	0 42
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls. $2 75
Gilders, bolted, in bbls. $3 00
Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	3 45

F.o.b. Montreal, Toronto, London

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

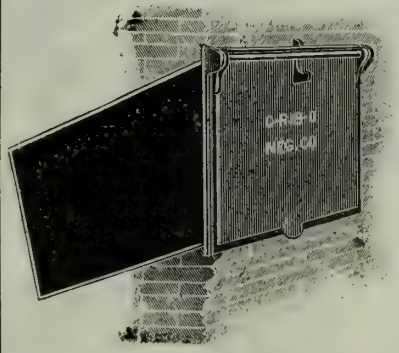
Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

HARDWARE & METAL'S unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.



O-RIB-O

Square Coal Chute

See how neat the Square Coal Shute is in appearance. The door is made with a flange which fits over the rim of the frame making it both wind and waterproof. This illustration serves to show our Nos. 4 and 5 models.

O-RIB-O Manufacturing Co.

Winnipeg, Manitoba

S

BRAND WINDOW GLASS

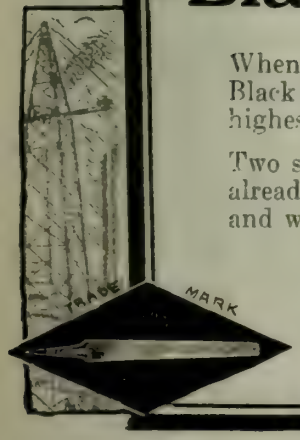
GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., LIMITED

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
35/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	.....

Jobbers' Discount on Winchester Ammunition, 37½% off Dominion List.

Dominion Ammunition—Discount 30% off Dominion List.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin ....25% on list

Gilmour ....10% on list

AXES

Single Bit	$16 25	$18 00
Double Bit	.....	23 50
Broad Axes	.....	55 00

BAR IRON

Bar Iron—Round and square, ⅝-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double' 'list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, net list; over 6 inch, 10% adv.; 7-16 inch and larger, 10% adv.; machine ⅜ and under, up to 4 inch, 5%; over 4 inch, 10% adv.; 7-16 and over, 10% adv., machine set screws, 25%; plough bolts, 5% adv.; stove bolts, 45%; shaft bolts, 12½% on; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CHAIN

Coil, 3-16 in., $19.00; ¼in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25%.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHURNS

Barrel, No. 0, $9.60; No. 1, $9.60; No. 2, $10.50; No. 3, $11.40; No. 4, $13.20 each.

CLEVISES, MALL. 20c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 95
Lookout	1 00
Sleepmeter	2 75

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ....$1.02 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8.00; 12 in., $9.40; 15 in., $12.90.

Conductor pipe, 2 in., per 100 ft., $8.40; 3 in., $10.15; 4 in., $13.40; 5 in., $18.20.

ENAMELWARE

See Wares

FILES

Globe ....Discount 50%

Nicholson Gen. .....Discount 25%

FITTINGS—Malleable

Class A	50-10%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.... .	10%
Nipples 4" and under... . .	70%

GALVANIZED WARE

See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in..........	$18 60	$24 75
26 to 40-in..........	20 30	24 75
41 to 50 in..........	21 85	25 00
51 to 60-in..........	22 85	28 75
61 to 70-in..........	24 55	30 45

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz
Short Pattern	$1 20
Cold Blast, regular	1 20

GRINDSTONES

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 17½%.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

IRON, GALVANIZED	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng..........	$12 75
28 Am. or 26 Eng.	12 35
26 Am. or 26 Eng.	12 05
24	11 90
22	11 90
18 and 20	11 75
16	11 60

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

Mrs. Pott's No. 55, set.......$2 00

Mrs. Pott's No. 50, set....... 2 15

Mrs. Pott's common sad iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

5% off list.

KNIVES—HAY

Heath's	$15 00
Lightning	$15,00

LANTERNS

Cold Blast

No. 2, plain	$13 00
No. 25, Dash-board	.....
Short Globe, doz..........	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 00
Barn Door	
5	3 00
8	3 43
9	4 88

LEAD PIPE, $16.66.

LEAD WASTE, $17.46, lb. tins.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	......
New Century B	......
New Idea	......
Snowball	......

Prices on application.

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

	Doz.
O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 50
Mop Handles	2 10

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	6 80
Star	7 50	[illegible]

NAILS

Wire, f.o.b. Fort William, $6.25 base; Winnipeg, $6.75. Cut, f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in...........	$6 65
30 in...........	8 93
36 in...........	10 50

NUTS

Square, small lots, blank, $5.00; tapped, $5.25 advance on list; Hexagon, small lots, blank, $5.25, tapped, $5.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs...	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.......	6 75

OILS

Wm. Pen motor oil, $1.23; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS, PREPARED

(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors..	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 25	1 10
Cyclone	1 25	1 40
Navy	....	....
Triumph	1 50	1 70

PIPE, WROUGHT.

Per 100 ft.	Buttweld, Steel Blk.	Galv.	Gen. Wrot. Iron Blk.	Galv.
⅛ in..	$ 6 50	$ 8 50	$.....	$
¼ in..	4 92	7 05	5 67	8 01
⅜ in..	4 92	7 05	5 81	8 15
½ in..	6 55	8 12	7 74	9 45
¾ in..	8 05	10 18	9 59	11 84
1 in..	11 90	15 05	14 18	17 55
1¼ in..	16 10	20 36	19 17	23 76
1½ in..	19 25	24 34	22 91	28 40
2 in..	25 90	32 75	30 [illegible]	38 25
2½ in..	40 95	51 77	50 00	62 00
3 in..	53 55	67 70	65 39	81 09
3½ in..	68 08	85 10	82 85	101 75
4 in..	80 66	100 83	98 10	120 51
4½ in..	.....	.....	114 30	141 84
5 in..	.....	.....	138 19	165 38
6 in..	.....	.....	172 89	214 58

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.25; 18 x 24, ordinary, $11.25; 20 x 28, ordinary, $11.50.

"The World is Painting Buy Early"

Stephens'

REGISTERED TRADE MARK

Every indication points to the imperative necessity of early buying. Reports from domestic sources and abroad show the certainty of extensive painting throughout the Dominion and the world.

The great revival of building and the completion of vast plans interrupted by the war are but a part of the forces now acting to create a remarkable season for paints and varnishes. Order early.

Ask about a *Stephens* Agency
It's a paying proposition

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

Winnipeg Hardware Quotations—Continued

POLISH

O-Cedar—	Doz.
4-oz.	$2 10
12-oz.	4 20
1-quart	10 50
½-gal.	16 80
1-gal.	25 20
Liquid Veneer—	
4 oz.	2 40
12 oz.	4 80
1 quart	10 00
1 gal.	2 34
Bon Ton—	
¼-pints	1 35
½-pints	2 10
Pints	3 25
Quarts	5 10
½-gals.	9 00
Gals.	15 00

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. tins	16¾

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE—

British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in, ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.

Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.

Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.

Lath Yarn, 24¾c.

Cotton Rope—3-16 in., 83c; ¼ in. and up, 82c.

SANDPAPER

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90
B. & A.—		
00, 0	$0 41	$7 10
½	0 43	7 55
1	0 48	8 55
1½	0 52	9 95
2	0 58	11 50
2½	0 75	13 25
3	0 85	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 62½% flat head, 65%; oval head, 62½%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 25%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	17 75
Excelsior	.....
Cast	17 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SNATHS

No. 2 loop	13 25
Bush	15 00

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 50
14 gauge	9 50
16 gauge	9 60
18-20 gauge	9 80
22-24 gauge	9 85
26 gauge	9 90
28 gauge	10 00

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japenned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 48 to 49c.

SPIKES — BOAT

Pressed, ¼-in., $10.55; 5/16, $9.80; ⅜, $9; ½, $8.75.

STAPLES

Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $6.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	0 97½
Cotton, 4-ply, cones	0 97½
Cotton, 4-ply, balls	1 00

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 20-20-10% discount.
Colonial Imperial, Pearl, 12½% discount.
Premier, Canada, Diamond, plus 18%.
Whitewear, 30-7½%.
Japanned Ware, list, plus 37½%.
Japanned Ware, white, list, plus 47½%.
Japanned Sprinklers, list plus 37½%.
Stamped Ware, plain, 30-15% discount.
Stamped Ware, retinned, 20-20% discount.
Pieced Tinware, ordinary, list, plus 64%.
Pieced Tinware, copper bottoms, list plus 83½%.
Sheetiron Ware, list plus 46%.
Light Galvanized Pails, plus 52½%.
Tubs—
Light, plus 52½%.
Heavy, 41½%.
Pails and Tubs, plus 41%.
Jap. Coal Hods, list plus 62%.
Galvanized Coal Hods, list plus 77%

WASHERS—

Size	Case lots	Less
3/16 in.	$20 60	$21 10
¼ in.	18 08	18 58
5/16 in.	16 96	17 46
⅜ in.	15 70	16 20
7/16 in.	14 72	15 22
½ in.	14 16	14 66
9/16 in.	14 02	14 52
⅝ in.	13 88	14 38
¾ in.	13 74	14 24
⅞ in.	13 60	14 10
1 in.	13 60	14 10
1⅛ in.	13 60	14 10
1¼ in.	13 88	14 38
1⅜ in.	13 88	14 38
1 7-16 in.	12 05	12 55
1½ in.	12 05	12 55

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WIRE — BARB

Lyman, 4-point, $6.00 Winnipeg Glidden Cattle, 2-pt., $5.80 Winnipeg; Baker, 2-pt., $5.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.50; No. 12, $6.65; coil spring, plain, Winnipeg, No. 9, $6.55; No 12, $6.70.

Patented screen in 100-ft. rolls $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop $7.50 Winnipeg, $7.00 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.75; No. 10, $6.81; No. 12, $7.35; No. 14, $7.55; No. 15, $7.70; No. 16, $7.85 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES — PIPE

Stillson—	
6 inch	$1 40
8 inch	1 55
10 inch	1 75
14 inch	2 45
18 inch	3 50
24 inch	5 05
36 inch	9 45
Trimo—	
10-inch	$1 81
14-inch	2 50
18-inch	3 63
24-inch	5 25

Always Ready	Black (Dozen)	N. P (Dozen)
No. 1	$8 70	$9 50
No. 2	12 00	12 90

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WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
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BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
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ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

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Limited
126 Lombard St.
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Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.

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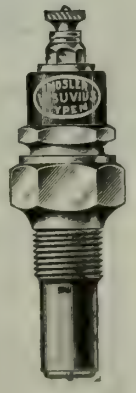


MOSLER MICA TRACTOR PLUGS

We carry a full line of the above to fit all engines and a large number of the automobiles. The American Government chose this plug to send the NC4 to Europe. The ones carried in stock are: Ford Special Half Inch Mica; 7/8" Special Buick Small Hex; the 1/2" Long; the 1/2" Extra Long; 7/8" Regular; the 7/8" Long; the 7/8" Extra Long; 3/4" Standard; 3/4" Extra Long or Titan Special.

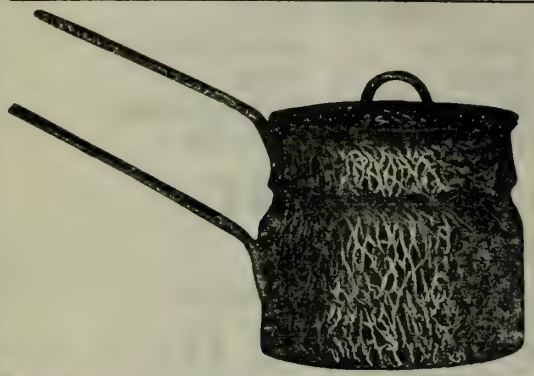
In addition to the Mica Plug, we have a full stock of Rex Porcelain Plugs that are of particularly high quality.

Merchants' Hardware Specialties, Limited
Calgary

MILK OR RICE BOILERS

We shall be pleased to give any further information regarding lines shown in our catalogue as follows:—Stoves, Stove Pipe and Elbows, Lanterns, Roofing Material, Tinners Trimmings and Refrigerators.

These boilers are made in fine enameled ware, seamless throughout, white splashed with blue outside, and lined in pure white. Made in Colonial and Premierware. Cover fits both inside and outside pots. Davidson quality throughout.



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***Head Office:* MONTREAL**

Branches—Toronto and Winnipeg
Steel Foundry Division—Lachine Canal, Turcot

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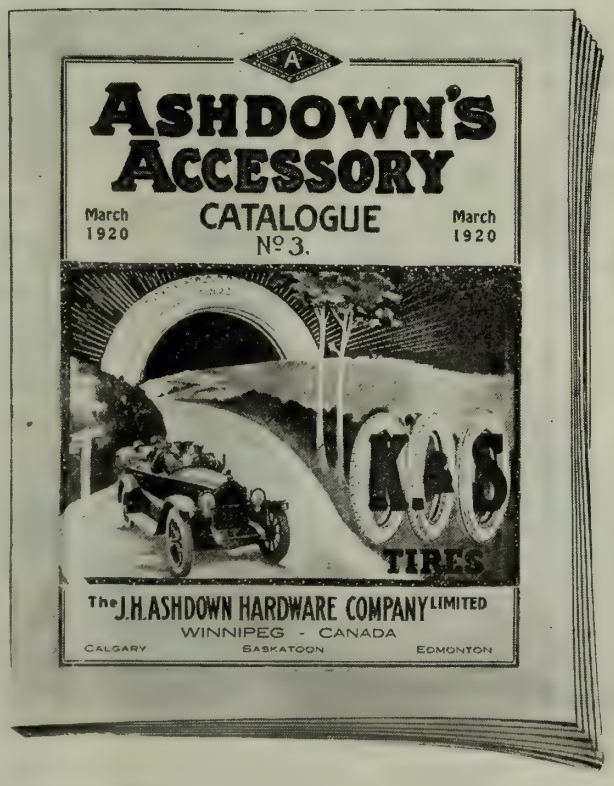
ASHDOWN'S
Third Annual
Automobile Accessory Catalog

In presenting our Third Annual Automobile Accessory Catalog we seize the opportunity of expressing to our many friends and customers our sincere thanks for their liberal patronage during the fifty-one years we have been in business.

The phenomenal growth of the Automobile Accessory Business has prompted us to greatly increase our facilities in order to take care of our customers' requirements and give them service of an acceptable character. We have endeavored to make our this season's catalog a valuable guide to the dealer in the selection of his accessories, supplies and shop equipment and have spared no expense in compiling all necessary data and information on the complete line carried by us.

Our line embodies all actual necessities in Automobile Accessories. Truck and Tractor supplies and Garage Equipment lines have been materially increased in order to supply the growing demand.



In selecting our stock our aim has been to procure lines of recognized merit and quality and which we can recommend without hesitation to our customers.

The price list accompanying this catalog is approximately correct at the date of issue, but owing to the constant fluctuation of market prices it is subject to change without notice. Only such changes in Prices and Lists will be made during the season as are absolutely necessary, and we assure you that we will give you the advantage of a decline as quickly as a change in advance. We expect to issue corrected price lists monthly during the season.

When ordering write your name and address plainly, state quantity wanted, give catalog number or name, also size, and be particular to state whether shipment is to be made by Freight, Express or Parcel Post.

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THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co,, Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn, Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
H W. Johns Manville Co., Toronto, Ont.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Auger Rings
The Crescent Co., Meriden, Conn.

Auto Accessories, Equipment and Supplies (Jobbers)
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
E. G. Gooderham, Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Hurtubise, Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal Que.
Towe & Towe, London, Ont.
Samuel Trees & Co., Limited, Toronto.
Walker Vallance, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
The All-Way Mfg. Co., Toronto, Ont.
Apollo Plug Mfg. Co., Birmingham, Eng.
Auto Specialties Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Burrowes Mfg. Co., Toronto.
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co,, Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
K-P Products Co., Inc, New York.
Jill. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
The Locktite Mfg. Co., Windsor, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
A. Schrader Sons, Inc., Toronto.
The Standex Corporation, Chicago, Ill.
The Star Specialty Mfg. Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton,
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Automobile Hoods (Ford)
Burrowes Mfg. Co., Toronto.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Tallman Brass & Metal Co, Hamilton.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont

Baits, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Beekeepers' Supplies
The Canadian Bee Supply & Honey Co., Ltd. Toronto.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Belting, Cotton
Campbell Agencies, Toronto.
Dominion Belting Co., Hamilton, Ont.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Northern Bolt, Screw & Wire Co., Owen Sound
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg, Man.

Bolts, Boiler Patch
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Coupling
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Bolts, Stay
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Brads, Wire
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Brake Lining
Que.
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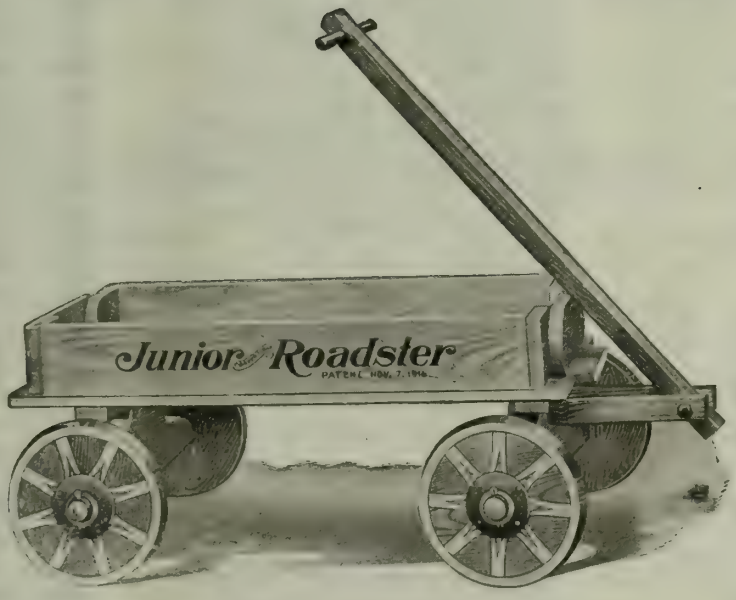

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THE BUYERS' GUIDE

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Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blacksmith Supplies
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughan & Bushnell, Chicago, Ill.

Brake Lining for Ford Cars
Adamson Mfg Co., Hamilton, nt.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Boot Blacking
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Box Strapping
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltr., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H. Brooklyn, N.Y.

Camp Furniture and Goods
T. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Carbon Reducers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castings, Gray-iron
Canadian Stoves, Limited, Grimsby, Ont.
Que.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement
The Barrett Co., Ltd.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
The Barrett Co., Montreal, Que.
Geo. W. Reed & Co., Ltd., Montreal, Que.
The Barrett Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
John Cowan Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A. R. Whittall Can Co., Ltd., Montreal.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cookers, Feed
Anthes Foundry Co, Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N. Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Brantford Cordage Co., Ltd., Brantford, Ont.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crucibles
Canadian Asbestos Co, Montreal, Que.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Burgess-Norton Mfg Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd, Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Cutters
Butterfield & Co., Inc., Rock Island, Que
Trimont Mfg. Co. Roxbury (Boston, Mass.)

Cutter, Adjustable
The Liquidless Doorcheck Co., Chicago, Ill.

Curry Combs
Burrow, Stewart & Milne Co., Ltd., Hamilton

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Desks, School
Canada Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines,
The Liquidless Doorcheck Co., Chicago, Ill.

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Dressings
Army & Navy Mfg. Products Regd., The, Montreal

Draining Tools
Canadian Shovel & Tool Co., Hamilton, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Whitman & Barnes Mfg. Co., St. Catharines, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal. Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos Davidson Mfg. Co., Ltd., Montreal. Que
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielman Agencies, Ltd., Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Munderloh & Co., Ltd., Montreal, Que.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Engine Studs
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co, Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada Ltd., Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

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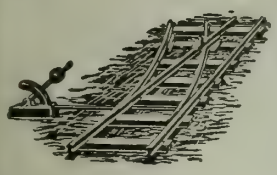

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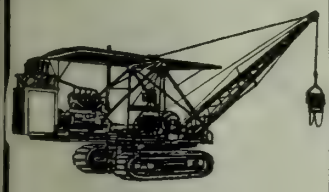

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- Motor Vehicles
- Agricultural Machinery
- Aircraft
- Furniture
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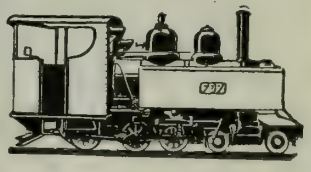
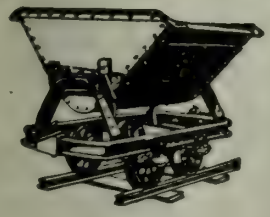
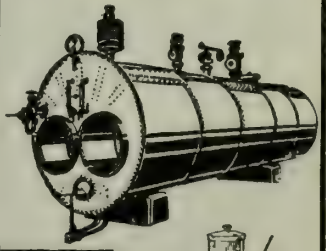
- Boots and Leather Equipment
- Motor Boats, etc., etc.







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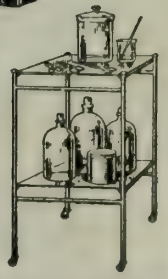
Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



THE BUYERS' GUIDE

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton-Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Wood Vallance Ltd., Winnipeg, Man.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
The Burrow, Stewart & Milne Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Stoves, Limited, Grimsby, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Army & Navy Mfg. Products Regd., The, Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Limited, London, Ont., Towe & Towe exclusive selling agents.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Army & Navy Mfg. Products Regd., The, Montreal
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gauges
Browne & Sharp Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Williams & Co., J. H., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
R. & S. Thompson & Co., Ltd., Montreal, Que.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass Benders
Toronto Plate Glass Importing Co., Tornoto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Anton Mickelson Co. Ltd., Winnipeg, Man.

Graphites
Canada Asbestos Co., Montreal, Que.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.
Beatty Bros., Ltd., Fergus, Ont.
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Plewes Ltd., Winnipeg, Man.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinders, Bench, Tool and Sickle
The Star Specialty Mfg. Co., Chicago, Ill.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guards, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Browne & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Browne & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

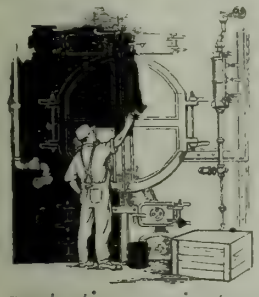
Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Barrett Roofings, Cements Industrial Paints etc.

ANY Product bearing the name of "Barrett" is first of all a quality article. It is also a fast seller because it insures customer satisfaction. The products described below are the result of long years of manufacturing experience and each of them is the best product on the market for its particular use.

Our advertising in the leading publications and newspapers is telling your trade that the Barrett trademark is always a sure pledge of dependability.



Everjet Elastic Carbon Paint

This high quality, moderately priced, protective carbon paint has the same base as the famous Barrett Specification Pitch. It is positively proof against weather, steam vapors, acids and alkalies. It can be used on either metal or wood and wears stubbornly under the most severe conditions.

Although Everjet Paint has been on the market less than ten years it is used extensively by railroads and large industrial concerns all over the Dominion.

It is particularly recommended for exposed metal surfaces such as machinery, farm implements, tin roofs, smokestacks, etc., as it gives perfect protection against rust—the greatest destroyer of metal.

Easy to apply and comes ready for use in the following sized containers: Barrels (about 40 gals.); ½ Barrels; 5 and 10-gal. cans and 1-gal. cans, Lithographed (cases of one dozen).

There is a big field for Everjet Paint in every community. You can recommend it to your customers with the utmost confidence.

Everlastic "Rubber" Roofing

The fastest selling roll roofing on the Canadian market. Low in price—high in quality—long in service—easy to lay—thoroughly waterproof. Comes in three weights, light (1-ply), medium (2-ply), heavy (3-ply). Rolls of 108 square feet. Nails and cement packed with each roll.

Everlastic Liquid Roofing Cement

The greatest material in the world for resurfacing worn-out felt and "Rubber" roofs. Comes all ready for use, is easy to apply and forms a smooth, durable, weather-proof coating which adds years of service to the old roofing at very small cost.

Put up in all sized packages from 1-pint cans to barrels of 40-gallons.

Elastigum Plastic Patching Cement

A tough, elastic, waterproof cement for general repair work and waterproofing purposes. Known as "The Elastic Cement of a Thousand Uses."

Unequalled for patching holes in roofs, repairing flashings and gutters, stuffing cornices, etc., etc.

Comes ready for use in 1-lb. tins (24 to the case); 5-lb. cans (12 to the case); 25-lb. packages; 1-lb. packages; ½ barrels of about 300 lbs., and barrels of about 600 lbs.

Creonoid (Fly Oil) Lice Destroyer and Cow Spray

An inexpensive and effective destroyer of flies, lice and vermin on livestock and poultry. Its use means healthier horses, fatter hogs and increasd production of milk and eggs.

Creonoid is a sure and fast seller in every progressive farming community.

Comes in 1-gallon cans (12 to the case); 5 and 10-gallon cans; ½-barrels and barrels.

ST. JOHN, N. B. HALIFAX, N. S. SYDNEY, N. S.

The Barrett Company LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER

THE BUYERS' GUIDE

Hand Taps
Wells Bros. of Canada, Guelph.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Coleman Fare Box Co., Toronto.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
J. H. Gill Mfg. Co., St. Thomas

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hot Air Registers
Boston Notting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
Th Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The John Cowan Co., Montreal, Que.
The Graselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont

Iron, Horse Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary.
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont.

Japans
Boston Varnish Co., Everett Station, Boston, Mass.

Kalsomine Cleaner
Satinette Products Mfg., Co., The, Toronto.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Weibusch & Hilger, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Portable, Electric
McDonald & Willan, Ltd., Toronto.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Lathes
Williams & Wilson, Ltd., Montreal, Que.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Leather Dressings
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Lead Irons
The A. B. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
J. Sand & Sons, Detroit, Mich.

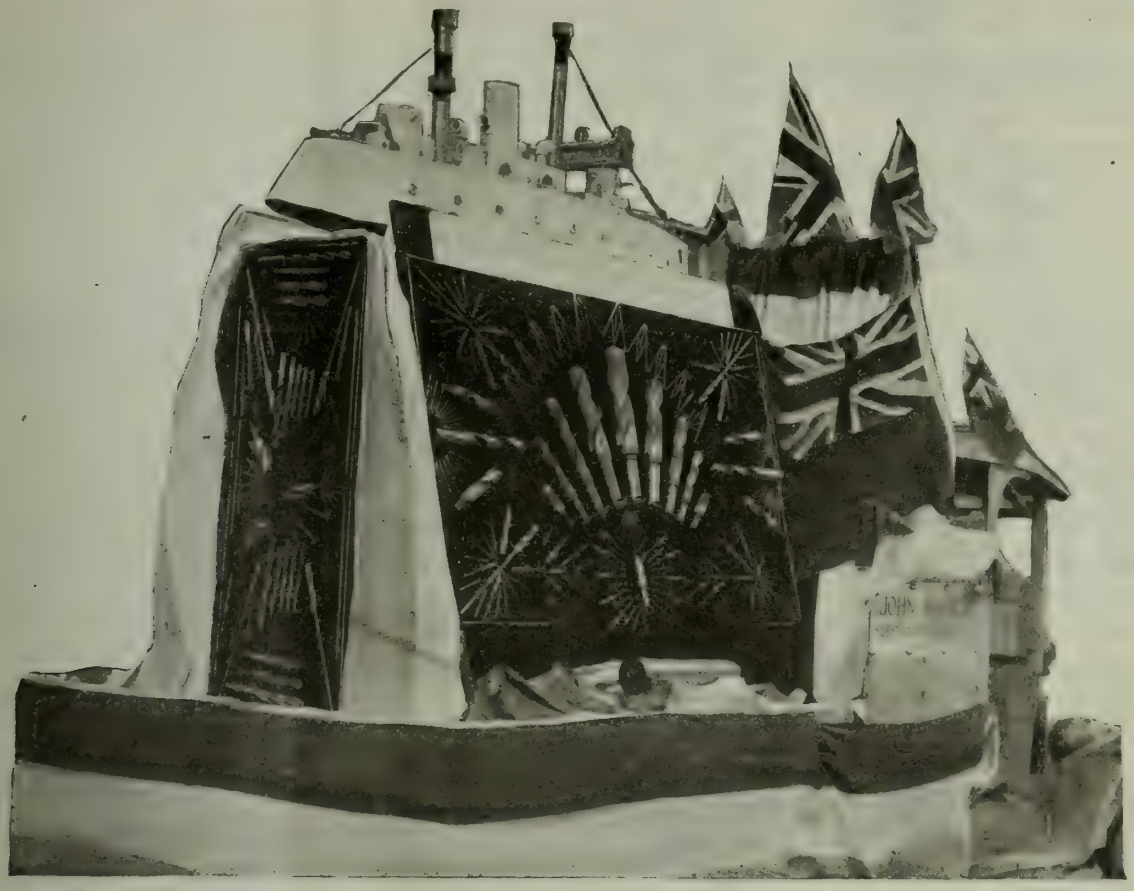
Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.



Displays Make Profits

Your tool window displays will prove more interesting to your customers if you show a good display of "Morrow High Speed and Carbon Drills," the kind that drill more holes with less regrinding.

You can link up with our advertising in consumer papers and with the thousands of expert drill users in Canada, who from practical experience know the advantages of using "Morrow" drills.

Morrows are the pioneers at Twist Drill making in Canada and have gained the confidence of thousands of drill users.

Cash in on this drill confidence by stocking and displaying "Morrow High Speed and Carbon Drills," the kind that drills more holes with less regrinding.

More Holes With Less Regrinding

John Morrow Screw & Nut Company, Limited

INGERSOLL, London, England---7 Hop Exchange, Southwark St., S.E.1. CANADA

"Oldest, largest, best equipped plant in the Dominion manufacturing Set Screws, Cap Screws, Engine Studs, Semi-finished Nuts. etc."

"Sole Distributors for the Ingersoll File Company's Files."

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THE BUYERS' GUIDE

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
White & Colquhoun, Glasgow, Scotland.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co. Ltd. St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Magnesia Pipe Coverings
The Canadian Asbestos Co., Montreal, Que.

Manufacturers' Agents
C. C. Craig Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamplough & Co., Montreal.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Marine Hardware
Scythes & Co., Ltd. Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Micrometers
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mills, End
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Milling Cutters
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont
Duskil Mop Company of Canada, Limited, London, Ont., Towe & Towe exclusive selling agents.

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Cold Pressed
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts of every Variety of Finish
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Detroit Vapor Stove Co., Detroit, Mich.
National Enameling & Stamping Co., Chicago, Ill.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co, Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint, Copper
British America Paint Co., Ltd., Victoria, B.C.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Packings
The Canadian Asbestos Co., Montreal, Que.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 120 North State St., Chicago, Illinois.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
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Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.
The Barrett Co., Ltd.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Colts Patent Fire Arms, Hartford, Conn
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utilca, N.Y.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pins, Taper
John Morrow Screw & Nut Co., Ltd., Ingersoll.

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The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Pliers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
E. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton Ont.
The Hamilton Motor Works Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mashew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.
"X" Laboratories, New York.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Sales Co., Toronto.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal
F. W. Lamplough & Co., Montreal.
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A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Reamers
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John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
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Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

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The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Barrett Co., Ltd.
Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Browne & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Saws, Back
E. C. Atkins & Co., Hamilton, Ont.

Saws, Crosscut and Band
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Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
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The Crescent Co., Meriden, Conn.

Saws, Coping
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The Crescent Co., Meriden, Conn.

Saws, Butchers', and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
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The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia, Pa.
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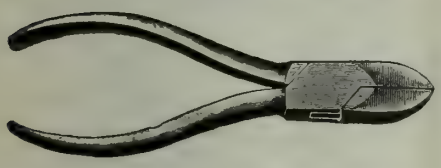

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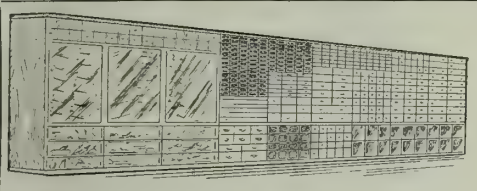

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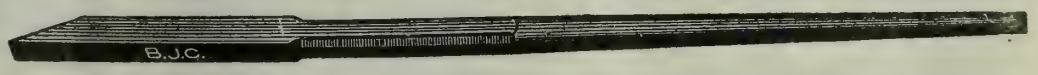

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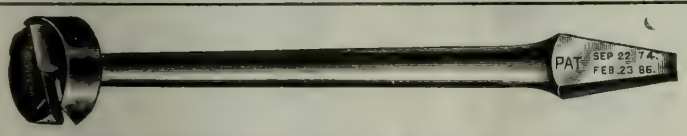

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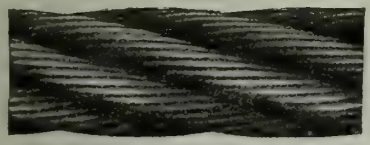

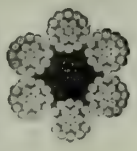

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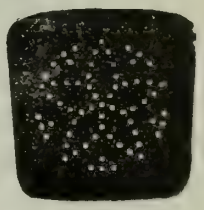

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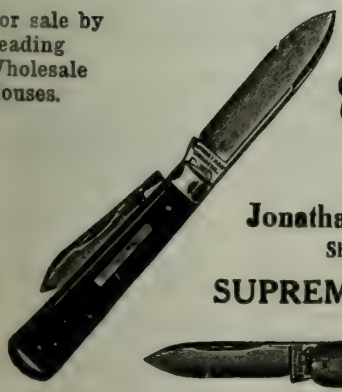

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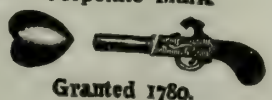

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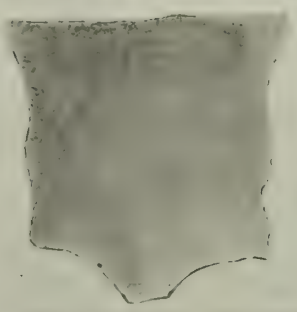

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The Eureka Vacuum Cleaner Co., Kitchener, Ont.
The Hurley Machine Co., Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd. Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
Wilkinson & Kompass, Hamilton,

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H. Brooklyn, N.Y.

Vulcanizers
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

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The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
Maxwells Ltd., St. Marys, Ont.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
Nineteen Hundred Washer Co., Toronto, Ont.
Schultz Bros., Brantford, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
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E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont

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The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Wax, Floor
Stewart & Wood, Ltd., Toronto.

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Imperial Bit & Snap Co., Racine, Wis.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

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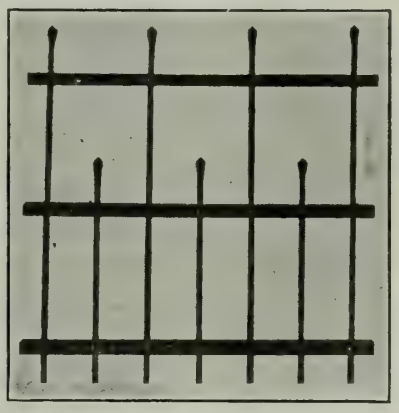

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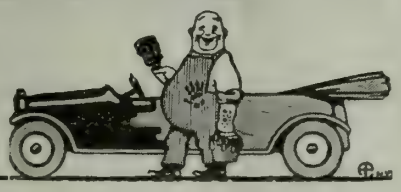

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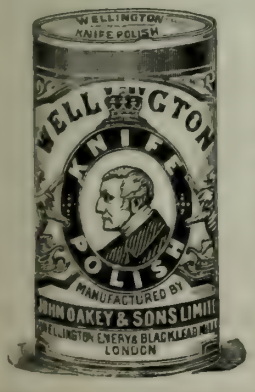

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Rice Lewis & Sons, Ltd., Toronto.
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Wood, Vallance Limited, Winnipeg, Man.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
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HARDWARE AND METAL is Canada's national hardware weekly and has been published every Saturday since 1888 by the MacLean Publishing Co., Toronto, who publish fifteen papers.

HARDWARE AND METAL'S circulation is national, and has been audited by the Audit Bureau of Circulations.

HARDWARE AND METAL is edited by a staff of editors who have had practical hardware experience.

HARDWARE AND METAL'S weekly market service is one of its strongest features. Our reports are used as a basis for Canadian Government's annual report on wholesale prices.

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***HARDWARE AND METAL*---Montreal, Toronto, Winnipeg**

Canadian Firms Bid for Export Trade; Substantial Increase Shown in Value of Goods Exported During the Fiscal Year

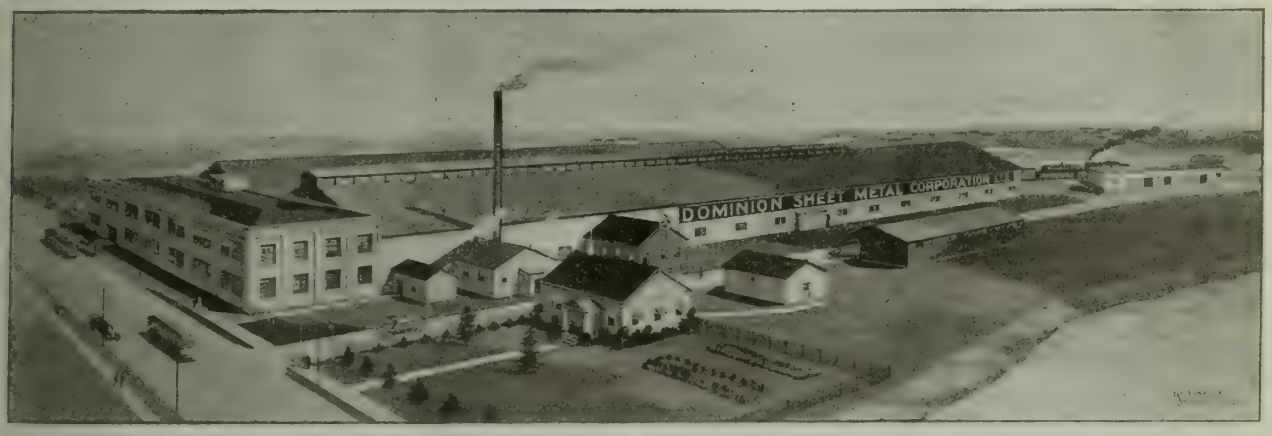
Increase in Canada's Trade of $165,980,266 Shown for Year Ending March—Representative Canadian Industries to be Introduced to World's Buyers—Cutlery Shows Big Increase in Trade With United Kingdom

THAT Canadian manufacturers are taking advantage of every facility to extend export connections and are fast developing trade in the foreign markets of the world, is proved by figures showing an increase in Canada's trade during the fiscal year ending on March 31, of $165,980,266. This indicates a further increase of approximately forty million dollars since the last available figures were quoted in a January issue of HARDWARE AND METAL. The total volume of Canada's exports and imports during the year was $2,351,174,886 compared with $2,185,194,620 for the year ending March, 1919.

Increase in exports for the year amounted to $23,048,292 as compared with 1919, the total value of goods exported from Canada during 1919-1920 being $1,239,492,098 as against $1,216,443,806 in 1918-19.

A glance at the export figures for the two years shows a great increase in the value of agricultural, animal and wood products sent out of the country in 1919-20 as compared with the previous year.

An evidence that Canadian firms are bidding for a share of world trade is contained in the extent of interest aroused in Canada over the Canadian Industries Exhibition to be held in London, England, in June. There are said to have been a large number of applications made for space in order that Canadian firms may be introduced to the world's buyers. It has been suggested that the exhibition be held periodically in order that the progress of Canadian industry may be given wider publicity. The names of a large number of leading industries in Canada have been listed as having reserved space at the exhibition. The firms represented will no doubt give British and other overseas buyers some idea of the wide range of Canadian industries now actively interested in export trade.



A Typical Canadian Industrial Plant

A glance over Government reports indicates that cutlery is one of the leading hardware lines listed insofar as increase in export trade is concerned. Considering the leading position formerly held by British manufacturers of cutlery it is indeed significant to note that Canada's exports of cutlery to the United Kingdom during the eleven-month period ending February, 1920, were valued at $1,765,769, with no exports shown for the corresponding period one year ago. Exports of cutlery to other countries amounted to $511,940, with a total cutlery export of $2,278,325.

Exports of nails, brads, spikes and tacks of all kinds also showed considerable increase during that period. These products to the value of $387,532 were sent to the United Kingdom;

$78,939 to the United States; $105,341 to British South Africa; and $280,933 to other countries, making a total of $852,745 worth of these commodities exported during the eleven months as compared with no exports to these countries listed for the corresponding period in 1918-19.

Total value of exports of bolts and nuts for the period was $108,705, as compared with no exports listed for last year. Of this amount $63,841 worth were exported to the United Kingdom.

An increase in the export value of screws amounting to $60,170 is shown. Exports of needles and pins increased $107,155.

The total export value of various cutlery and hardware lines to the United Kingdom showed an increase during the eleven-month period of from $2,446,339 in 1918-19 to $3,680,006; to the United States an increase was shown of from $631,724 in 1918-19 to $1,045,158 in 1919-20. The total exports of cutlery and hardware to all countries during that period amounted to $6,642,289 as compared with the 1918-19 figure of $6,498,787.

A substantial increase in exports of paints, varnishes and pigments is also shown for that period.

Figures indicating total value of exports of these products to the United Kingdom are $615,753 for the eleven months ending February, 1920, compared with $185,151 for the same period ending in February, 1919. This shows an increase of $430,602. Exports of these commodities to the United States for the period amounted to $111,081 and to other countries $685,729. These figures showed a slight decrease for the period. Total value of Canada's exports of these products for the period was $1,412,563.

Canada is largely interested in the export of automobiles and accessories. The United Kingdom purchased passenger automobiles during that period from Canada to the value of $767,061. Australia was a large purchaser, having imported from Canada automobiles to the value of $2,094,998. India was the largest buyer of Canadian automobiles, leading the list with $2,398,939 worth of cars. South Africa and New Zealand also were high on the list. The total value of Canadian exports of automobiles was $11,161,553. The value of automobile parts exported increased from $937,563 in 1918-19 to $2,952,326 in 1919-20.

Shipping Activity in a Canadian Seaboard Port.

The British preferential tariff which went into effect on September 1st, 1919, is expected to impart a considerable stimulus to the Canadian automobile industry. It grants a preference of one-third provided that not less than 25 per cent. of the labor on the furnished car shall have been done within the British Empire.

These figures indicate that Canadian industry is gradually becoming readjusted to conditions following the war and that while fully meeting the home market requirements, the value and importance of developing export connections is being kept well in sight and rapid strides being made to place Canadian merchandise in the markets of the world.

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BRASS VALVES

"With the Composition Disc"

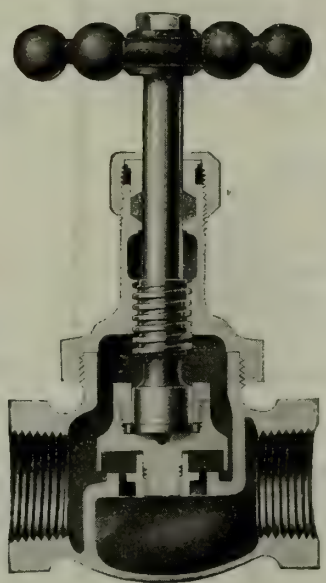

Fig. 550-S

"Outside Bonnet Construction"

The first improvement made in brass valve construction in generations past

Government Approved for 175 lbs. Steam Pressure.

What the outside bonnet construction means—
It prevents corrosion of threads. It prevents spreading or enlarging bonnet end of body when tightening down bonnet to place. It eliminates all strains or stripping of threads. It makes a more compact valve, consequently a stronger one. The discs used in these valves will give long life under severe conditions. Every valve is fitted with packing gland and follower. Workmanship and finish unequalled anywhere.

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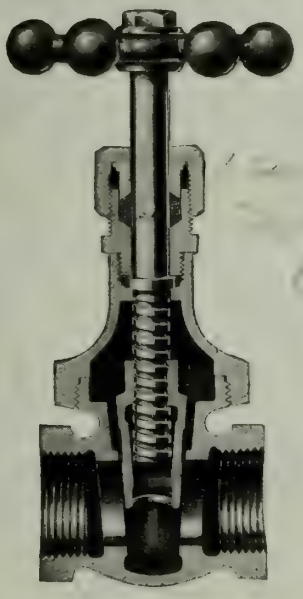
BRASS GATE VALVES



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Improved Design Improved Efficiency

All Penberthy Gate Valves are designed with outside bonnet construction, same as our compodisk and regrinding lines of valves. It is the most practical and reliable idea of valve construction.

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Penberthy Gates are Government registered for 150 lbs. steam pressure.

Design, workmanship and finish unequalled anywhere. Be sure this name is on the valve you buy.

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PENBERTHY INJECTOR CO. LIMITED
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MEATS VEGETABLES
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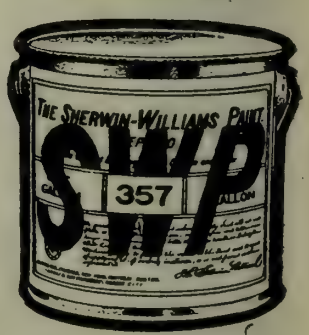

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The I. J. Cooper Rubber Co., Cincinnati, Ohio.
Carolina Auto Supply House, Charlotte, N.C.
Pennsylvania Rubber & Supply Co., Oil City, Pa.
Shadbolt & Boyd Iron Co., Milwaukee, Wis.
Oxburn-Abston & Co., Memphis, Tenn.
Robinson Heavy Hdw. Co., St. Joseph, Mo.
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Motor Car Equipment Company, New York, N.Y.
Fred Campbell Auto Supply Co., St. Louis, Mo.

If there had been any doubts of the efficiency of SE-MENT-OL, they vanished in face of the conclusive tests of this radiator repairer before the assembled jobbers.

They saw a radiator, spurting water from several leaks, completely repaired in **seven minutes** with a can of SE-MENT-OL. The permanence of SE-MENT-OL repairs was convincingly demonstrated when a can in which several holes had been SE-MENT-OL sealed was thrown time and again down a flight of concrete stairs until the can was almost demolished—before a single repair opened.

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Now these jobbers know why SE-MENT-OL is guaranteed for the life of the car. They know that they can stand back of it to the limit. They will recommend that you **stock** SE-MENT-OL—**concentrate** on it—and push it.

The demonstrations before the jobbers were filmed and the film will be shown throughout the country through the courtesy of jobbers.

THE NORTHWESTERN CHEMICAL CO.

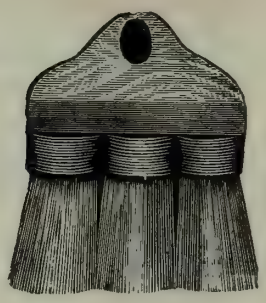
2105 State St., Marietta, Ohio, U.S.A.

Canadian Factory: Montreal

SE-MENT-OL

The Radiator Repairer That Is Guaranteed for the Life of the Car

MEAKINS BRUSHES



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"New Era" and "Windsor Quality" Paints
"Monarch" White Lead
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These are "QUALITY LEADERS" which bring to our dealers the reputation for HIGH STANDARD Goods. They are real *"Satisfaction Makers."*

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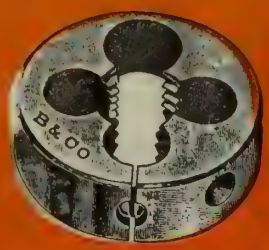
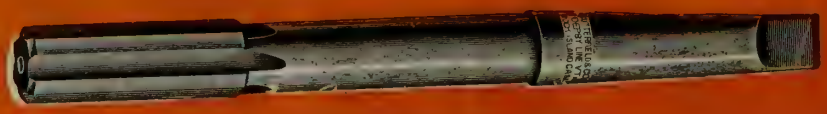
Standard Paint & Varnish Company, Limited

Windsor - Ontario





BUTTERFIELD

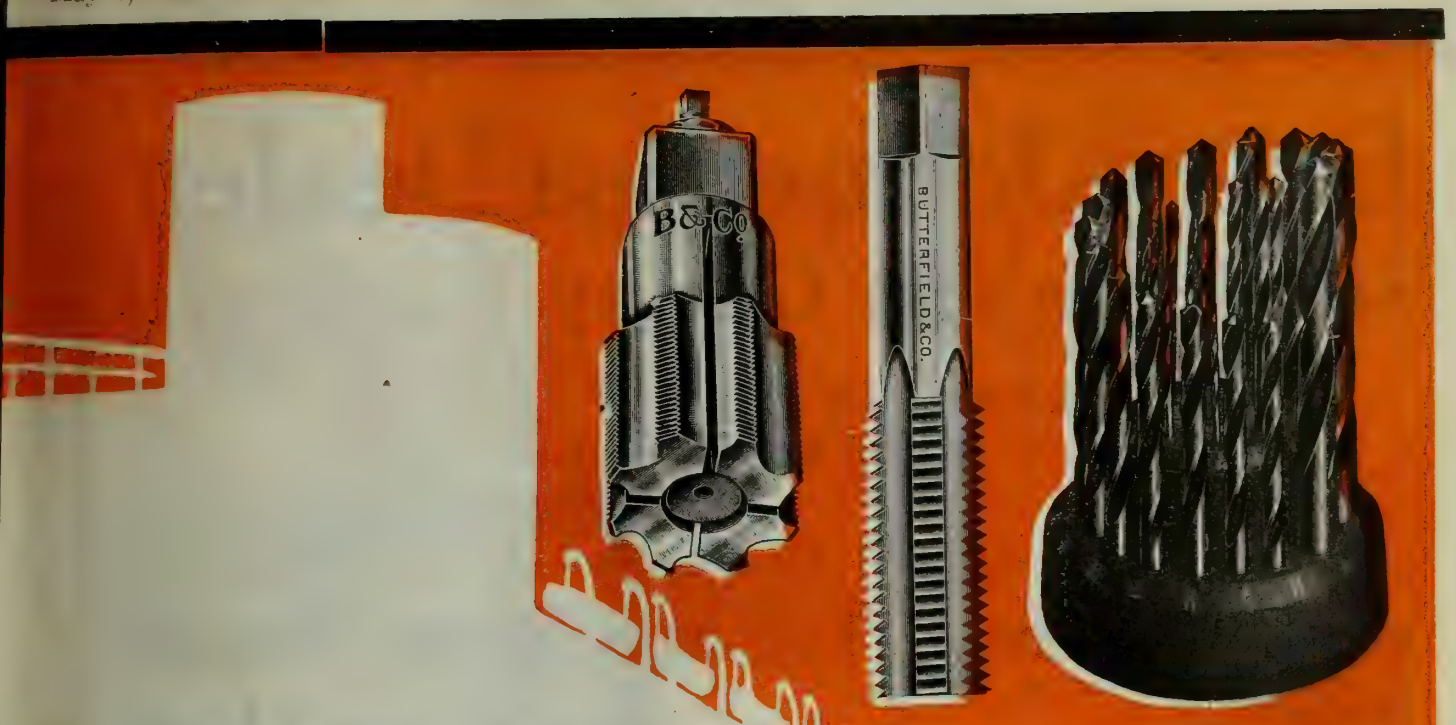
Tools for Service

High Speed and Carbon Twist Drills,

BUTTERFIELD Tools have a good effect on Hardware Tool Departments for definite reasons of interest to the hardware trade; they sell well at good profit and give satisfaction and service that brings repeat sales and builds definite future business.

Forty years of experience have been devoted to vigilance in adopting every improvement

Butterfield &
Union Twist
Rock Island,



Tools for Sales

Reamers, Milling Cutters, Taps and Dies

made possible by science or changed conditions of manufacturing.

Forty years has brought a great deal of good reputation and prestige and has made almost every one familiar with the merits of Butterfield Products.

These added advantages, so helpful in increasing sales, become assets in your business from the day your first order is placed.

Company, Division
Drill Company
Quebec

FOREIGN REPRESENTATIVES: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterham; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R. A.

Every Jobber and Dealer
Should Handle Quality Hardware

Manufactured in Canada
by Slater & Barnard, Limited
Hamilton, Canada

Heavy Tee and Strap Hinges

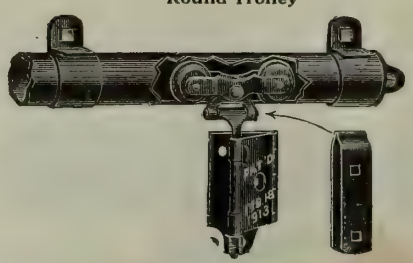
If you haven't been handling our hinges get in touch with us.

We also make Corrugated Hinges

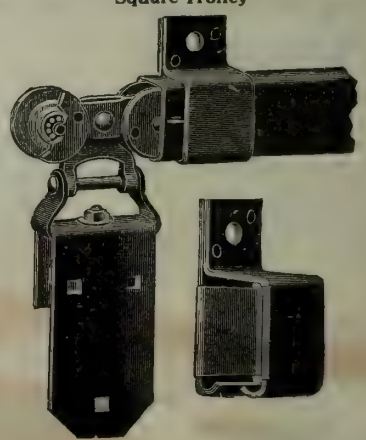
We Make All Kinds of Door Hangers

Flat Track Hangers

Round Trolley

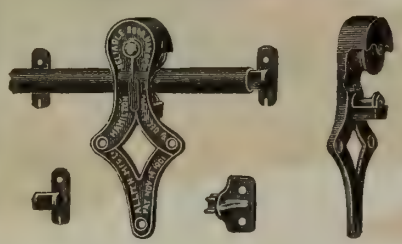


Square Trolley



Ask for our new catalogue showing our complete line

Round Track Hangers



Quality Hardware

7 out of 10 shooters use

DU PONT

Smokeless Shot-Gun Powders

Quicker Turnover—Bigger Profits

MORE shells loaded with Du Pont Powders are sold than all others combined. *Seven out of ten shooters use nothing else.*

Put these fast-moving shells on your shelves and cut out the dead ones. Carry the complete Du Pont line and you reduce the number of different loads you have to carry 75%—your stock will move out more rapidly and your turnover will be faster.

The Du Pont Company has been making powder for 118 years. Their long experience and great resources are your guarantee that their products are the best that can be made. They have a plan for boosting sales in your vicinity. Ask for details—and, on your next order for shells,

Specify Du Pont Powders.

E. I. du Pont de Nemours & Company, Inc.

Sales Dept.: Rifle and Shot-Gun Powders Division

Wilmington, Delaware

The Dominion Linseed Oil Co. Limited

SALES OFFICES:
TORONTO VANCOUVER
CHARLOTTETOWN
HALIFAX

Livingston Brand

Livingston quality does not start with the selling organization but right back with the first step in the manufacture, and is followed through every process to the finished article.

As evidence of the truth of this, we submit one fact which those who know will appreciate.

Livingston Oil Cake and Meal are recognized as the highest quality products obtainable, which means that there is more mucilageous matter in the meal and less in the oil. This substance in oil lowers the quality but enhances the value of the meal as a fattener.

LIVINGSTON (*Old Process*) LINSEED OIL

Livingston Products

–for 50 years known as the old reliable Baden Oil

With our extensive buying, manufacturing and selling organization, spread as it is from coast to coast, we are placed in a most favorable position to offer Livingston product to not only the Canadian trade, but to all the world.

Livingston products have long been recognized for their superior quality due to the painstaking care exercised in their manufacture resulting from our pride in the product whose quality was established so many years ago. *Insist on Livingston Brand products.*

The Dominion Linseed Oil Co. Limited

MILLS & REFINERIES:
BADEN MONTREAL
WINNIPEG

LIVINGSTON OIL CAKE AND MEAL

Known the World Over

Many Motorists Will Brighten Up Their Car For Summer

Nearly every customer that comes into your store for a car part or accessory is a prospect for one of the BEATS-ALL Products.

It is easy to sell any of these products when you explain to your trade that the original Stormproof qualities and Factory Durability can be restored by using any of these car ECONOMIES.

BEATS-ALL Top Dressings for Mohair. Pantasote and Imitation of Leather are the only Top Dressings which incorporate LIQUID RUBBER into the base. That is why they are sold on a guarantee to WEATHERPROOF and RERUBBERIZE the fabric.

If your jobber cannot supply you, write direct to the factory.

Every Can Contains Lasting Protection for the Car Owner

Mohair Top Dressing
Will give the shabby, leaky weather-beaten top that new appearance and factory durability. It re-dyes and rerubberizes, making the fabric stormproof, leaving the top soft and pliable.
Pints, 85c; quarts, $1.50

Knu-Lac FORD Top Dressing
A coat of Knu-Lac applied to any FORD, Rubber or Imitation of Leather Top will positively waterproof and re-rubberize it. Gives it that original pliability and wearing quality—produces a rich gloss black durable finish.
Pints, 75c.; quarts, $1.35.

Drab Lining Dye
It re-dyes and re-finishes the inside lining a fast light color, giving it that fresh and new appearance. Covers all stains and discolorations.
Pints, $1.35; quarts, $2.50.

Dull-Lac Top Dressing
For all Leather and Pantasote tops—weatherproofs and re-rubberizes — softens and preserves the material, giving it that rich egg shell non-gloss finish.
Pints, 85c; quarts, $1.50

Re-Knu Upholstery Dressing
The Upholstery which has become worn and shabby can be made to look as good as new by a coat of this dressing. Puts on a rich and elastic surface, retains the new pliability and affords a good durable wearing finish. Dries in 15 minutes.
Pints, 75c; quarts, $1.35.

Factory Representatives Wanted

MANUFACTURED BY

AUTO SPECIALTIES MFG. CO., Incorporated

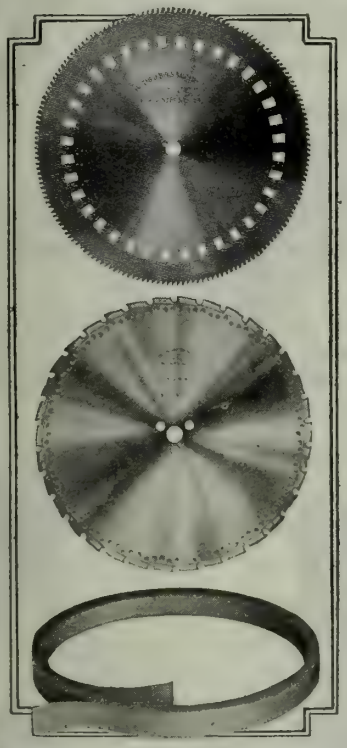
FORT ERIE, CANADA

HUTHER

A Name Identified with all Manufacturing Progress

"They've Been Good Saws for Fifty Years"

For 50 years of Saw manufacturing. Among the Huther Saws which have proved themselves, by actual performance, to be World Leaders, you are sure to find one suited to your requirements.



Send for our Catalogue of

Patented Inserted Tooth Milling Saws, Fine Pitch Type

Patented Inserted Tooth Milling Saws, Coarse Pitch Type

Circular Milling Saws

Semi Milling Saws

Hack Saws

Metal Cutting Band Saws

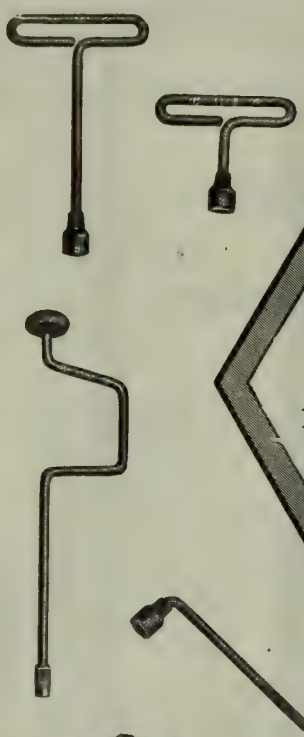
Metal Slitting Saws

and many others which have been the means of increasing production in hundreds of plants.

HUTHER BROS. SAW MFG. CO., INC.
ROCHESTER, N.Y.

MOSSBERG

ALL STEEL WRENCHES AND TOOLS



Leadership in the manufacture of tool equipment has been gained and maintained through adherence to principles of manufacture which insure to the user of Mossberg products the utmost in value and service.

Illustrated here are No. 4 Garage Set of Open-End Wrenches, with one opening of each wrench fitting U.S. Standard Bolts and the other opening of the same wrench fitting S.A.E. cap screws of the same dimensions; also solid handle All Steel Socket Wrenches, Speed Brace, and Offset; and K-9 Adjustable Wrench.

Mossberg No. 600 Salesmen of All Steel Tools for Fords, and No. H. Salesman which contains a large assortment of All Steel Indestructible Socket Wrenches with large variety of sizes and fittings.

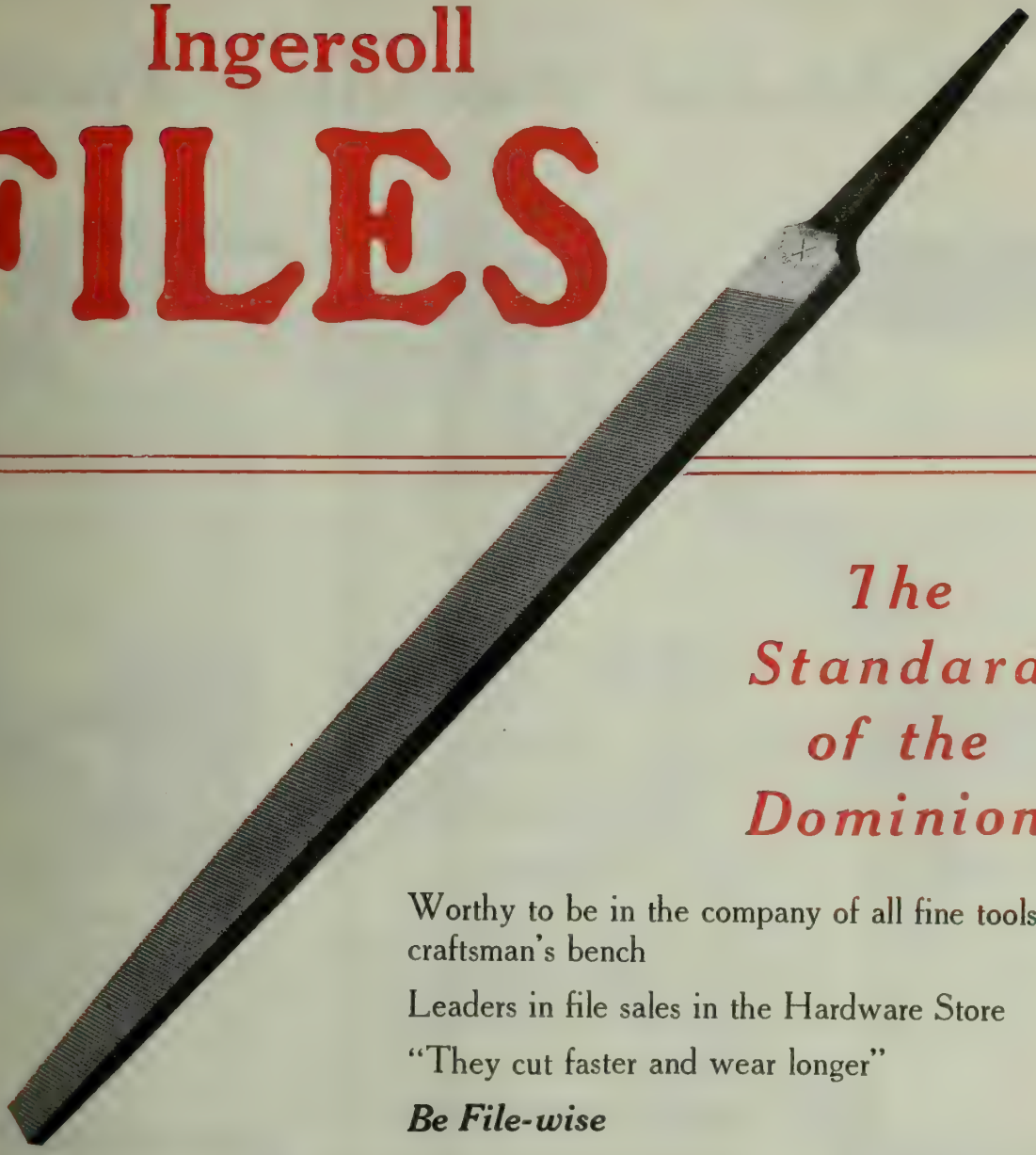
Send for complete 1920 catalogue and price list.

FRANK MOSSBERG CO.

WRENCHSMITHS FOR 20 YEARS

ATTLEBORO, MASS. U.S.A.

Ingersoll FILES



The Standard of the Dominion

Worthy to be in the company of all fine tools on the craftsman's bench

Leaders in file sales in the Hardware Store

"They cut faster and wear longer"

Be File-wise

P X H
TRADE MARK

IMPERIAL
TRADE MARK

Ingersoll File Co., Limited

John Morrow Screw & Nut Co., Limited

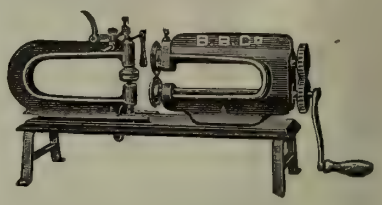
SOLE DISTRIBUTORS

Ingersoll, Ontario

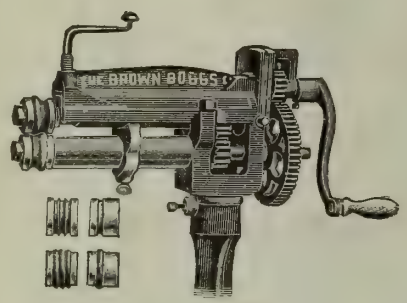
Sheet Metal Working Tools

8-ft. Steel Brake

Foot Squaring Shear



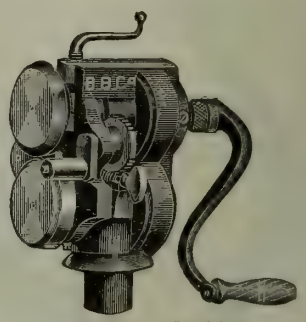
Circular Shear



No. 3 Beader

"B.B." Tools are Production Tools

Only by installing up-to-the-minute tools can you hope to get the maximum production that is so necessary under present high labor costs.



Wiring Machine

Forming Rolls

Stove Pipe Folder

Every B.B. Tool is a Producer, and is Built With the Above Idea in View

Our line comprises all kinds of light and heavy Sheet Metal Working Tools, including Power Presses, Shears, Brakes, Bending Rolls, etc., etc.

THE BROWN BOGGS CO., LIMITED

HAMILTON, CANADA

BURGESS-NORTON MFG. CO. BUR-NOR GENEVA, ILLINOIS, U.S.A.

BUR-NOR
All-Steel Hatchets

A justly popular hatchet, due to its great improvement over the old-style wooden-handled hatchet. Bur-Nor hatchets have reached a leading place in sales volume. They are recognized by all hatchet users as the better "buy."

Bur-Nor hatchets cost less and sell better than the old-time hatchets. They offer a way to new business and repeat sales. The dealer can make a sale of every inquiry and pocket a good margin of profit.

Heads Cannot Come Off

The hollow steel handle is so reinforced and riveted under high pressure that the heads cannot loosen or come off—an all too familiar characteristic of the old-style wooden-handled hatchet.

Let us convince you of the advantage in this year 'round profit-maker. Read our special offer to jobbers. Let us send you our catalogue. Act now.

We allow Canadian jobbers a special discount and will accept their checks on a Canadian bank at par, thereby eliminating all difficulties which may arise through the present high rate of exchange.

Samples to Jobbers on Request

Burgess-Norton Manufacturing Co.
Geneva, Ill., U.S.A.

BURGESS-NORTON MFG. CO. BUR-NOR GENEVA, ILLINOIS, U.S.A.

"Made in America"

American Flyer

"The train with the Guarantee" Registered U.S.Patent Office

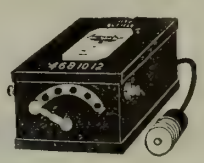
The Boys Make the Sales

The "American Flyer" is a practical introduction to the great field of electricity. Amusement, interest and education are three strong reasons why the "American Flyer" has reached such popularity with boys. The boys make the sales and multiply business for the hardware merchant. There are none better than the "American Flyer."

A Campaign that will Produce Results

The "American Flyer" message will reach millions of homes this year. Beautiful display advertisements in black and white and in colors will appear in all the leading boys' magazines. The "American Flyer" well displayed in your windows will increase business and add prestige to your store. Boys and their parents patronize the dealer who carries the "American Flyer." Send your order in now. Reap the benefit of our advertising campaign. Large window display on request.

American Flyer
Improved Transformer



Furnished in either
110 volt. 60 cycles
110 volt. 25 cycles

American Flyer Mfg. Co.

2219-2239 S. Halsted St. **Chicago, Ont.**

Makers of a complete line of mechanical and electrical trains

Reliable Concrete Bumpers
For Export

Unequalled Salesmakers

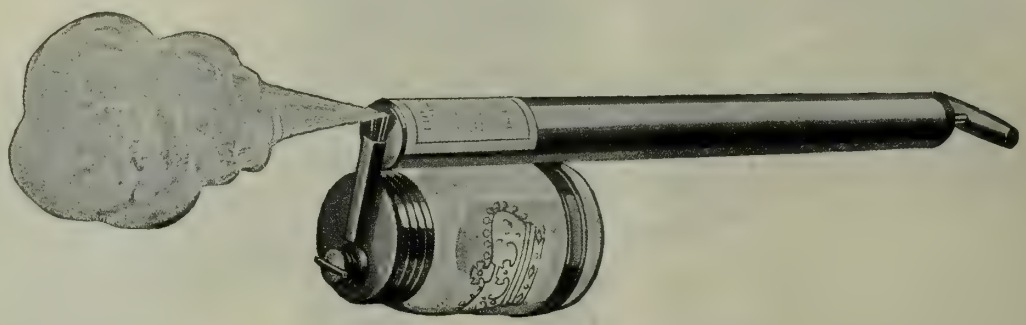
Our Concrete Bumpers will open a larger field of profit for importers abroad. Automotive accessory dealers, domestic and foreign, are finding an ever-increasing demand for a durable and dependable bumper. Concrete Bumpers are a real necessity—not a fad. In Canada the motor car owners for 1919 reached the figure of 330,649. Assuming that each man owned only one car, you will see the enormous field of prospects open to the dealer for Concrete Bumpers. The number of cars is growing. The wise motorist equips his car with a Concrete Bumper. Enough said.

Our line consists of our celebrated Concrete Filled Rod Bumper and Spring Steel Rod Bumpers. Channel, Hexagon Channel and Dismond Rod Bumpers in all sizes are available. Write for catalog today.

Concrete Bumper Company

Windsor Ontario Canada

Sprayers for Spring



THE CROWN

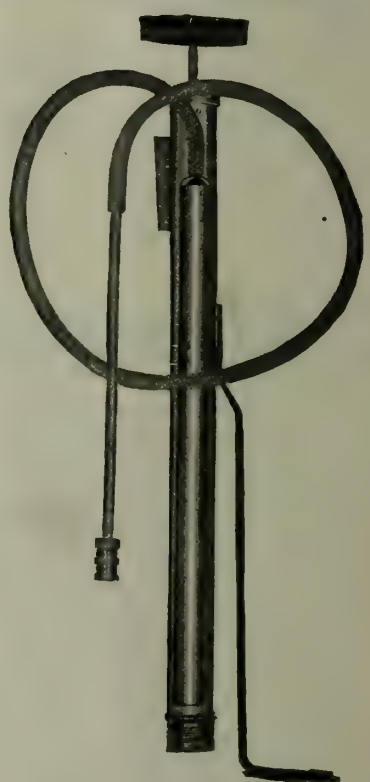
THE BUCKET

Just what its name implies,

The best class of customers are looking for and appreciate a reliable sprayer at this time of the year, when they are anxious to safeguard their plants, trees and shrubbery by destroying bugs, beetles and various kinds of insects.

Collins' goods will meet with the buyers' highest expectations and also their most exacting requirements.

Orders Filled Promptly.



For whitewash, garden and tree.

THE COLLINS MANUFACTURING CO.

327-331 Symington Ave. ***Established 1891*** **TORONTO, ONT.**

The Popular KRIBS Electric

Simplicity--Efficiency--Low Cost

The demands for this beautiful washing and wringing machine increases daily.

It works on the most approved principles and gives immediate and absolute satisfaction.

The price makes it available to the ordinary home where the fancy, high-grade machine is out of reach. Low price does not mean less efficiency. In the KRIBS you buy only *essentials*, not *frills* or *fancy work*.

Dealers handling the KRIBS find it easy to sell. Its popularity spreads. Pleased purchasers tell their friends.

The store selling this machine gains reputation for high quality products at lowest costs. This means satisfaction to both buyer and dealer.

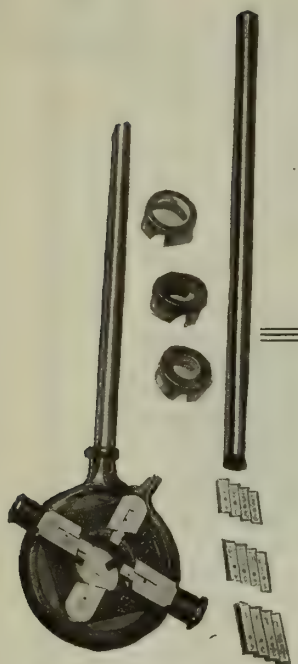
Write for information and catalogue. We have *Hand Power*, *Water Motor* and *Gasoline Motor* machines of the same high standard.

Wm. A. Kribs Co., Limited

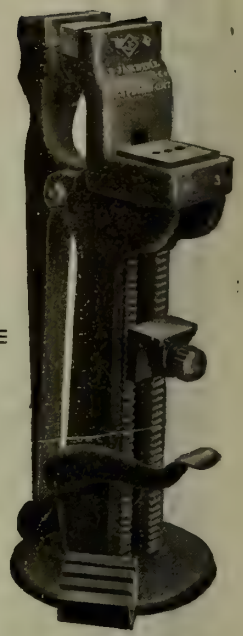
Hespeler, Ontario

Makers of Freight-Handling Trucks of All Kinds

Jardine



No. 1 A Toledo Pipe Stock



No. 3. Horse Shoer's Vise and Bolt Header

Machinists'
Blacksmiths'
Boilermakers'
and Pipe-Fitters' Tools

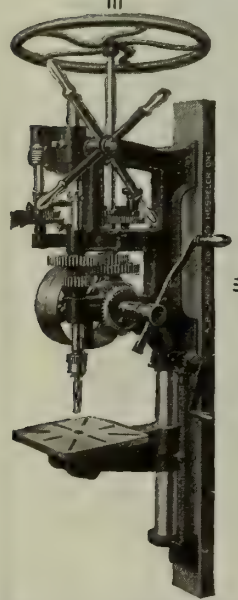
Write for Catalogue

A. B. Jardine & Co. Limited

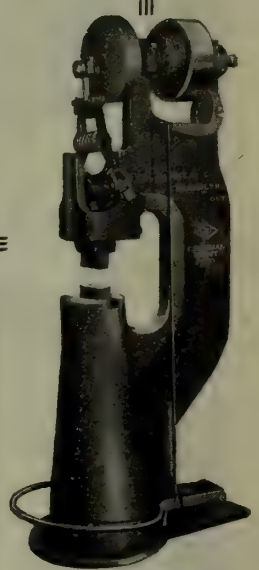
Hespeler, Ontario

TORONTO AGENT:

W. H. Cunningham & Co. 183 Church St., Toronto



No. 6. Hand and Power Drilling Machine



Canadian Giant Power Hammer

COUPON

Fill in this Coupon with your name and address, marking X after Catalog which applies to your needs.

Name .....

Address .....

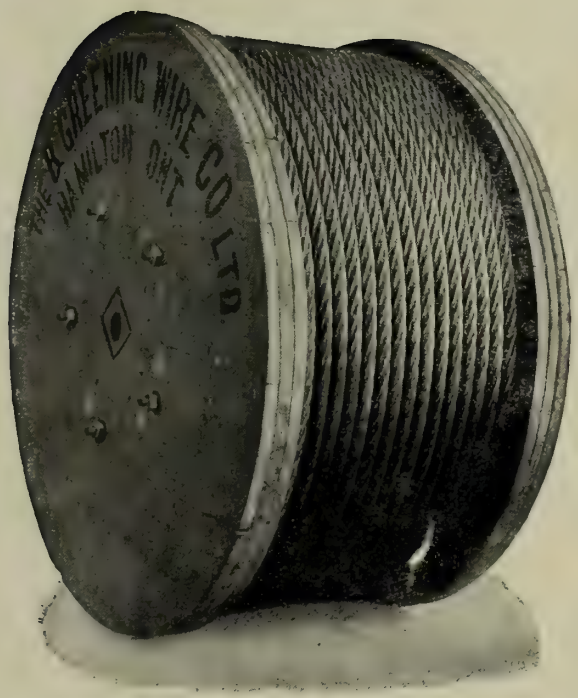
.....

CATALOGUES

Machinists', Blacksmiths' and Boilermakers' Tools

Pipe-Fitters' Tools

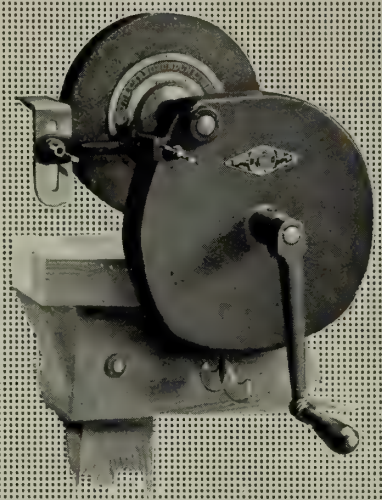
Dept. H, **A. B. Jardine & Co., Limited**
HESPELER, ONTARIO



THE B. GREENING WIRE CO., Limited
HAMILTON, CANADA

Quality is Built Right Into

Carborundum Niagara Grinders



FROM castings to gears every part of the Niagara Grinder is carefully made—painstakingly assembled.

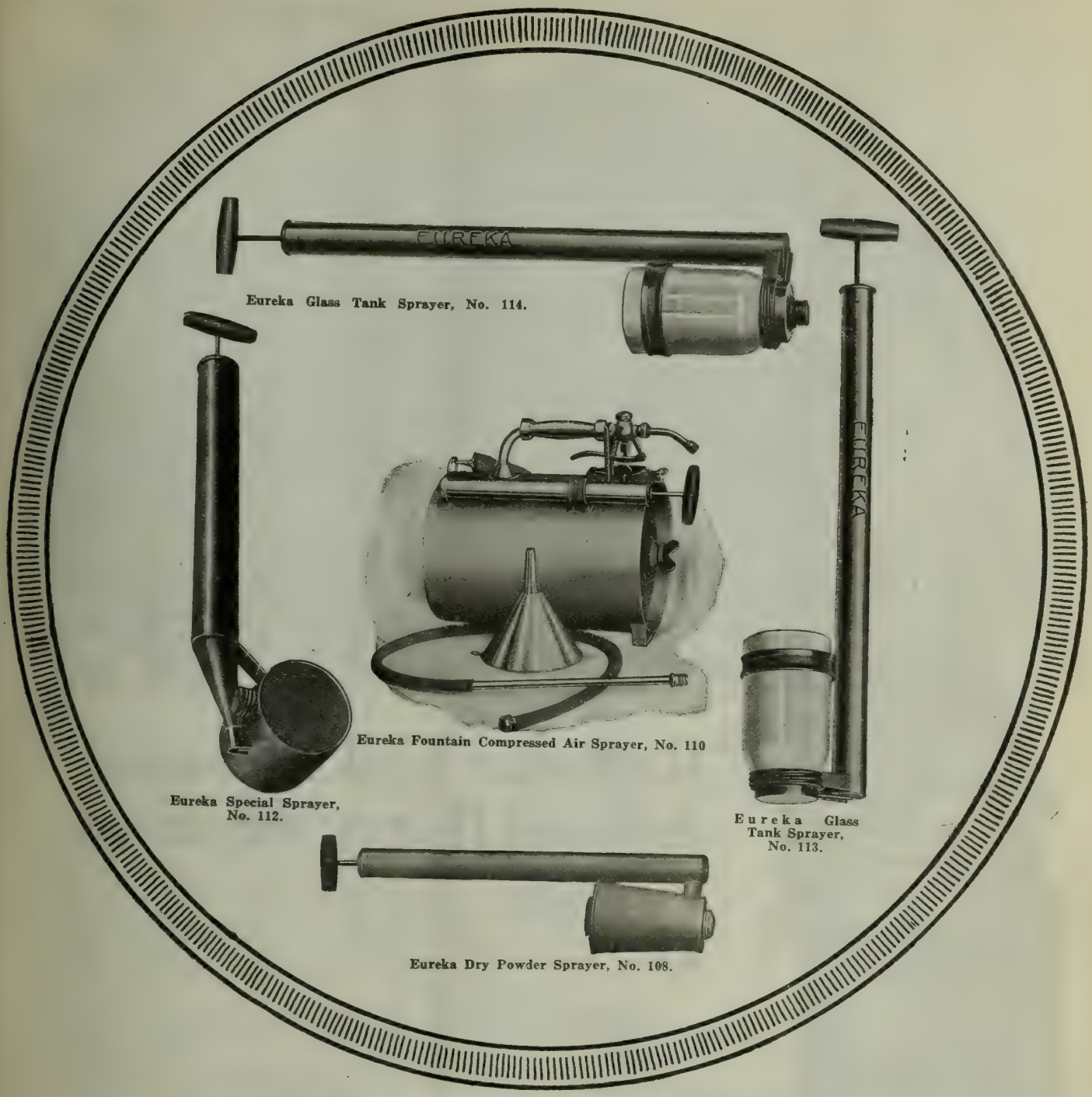
Quality is built right into these machines in a big, modern, plant, operated by skilled workmen.

The results are evidenced in the sturdy, long-lived, speedy, quiet running Niagara Grinders—the grinders that are equipt with Carborundum wheels—the grinders that are easy to sell.

Write for information regarding the complete line

The Carborundum Company
Niagara Falls, N. Y.

CARBORUNDUM NIAGARA GRINDER PLANT



Eureka Glass Tank Sprayer, No. 114.

Eureka Fountain Compressed Air Sprayer, No. 110

Eureka Special Sprayer, No. 112.

Eureka Glass Tank Sprayer, No. 113.

Eureka Dry Powder Sprayer, No. 108.

Sprayers That Sell

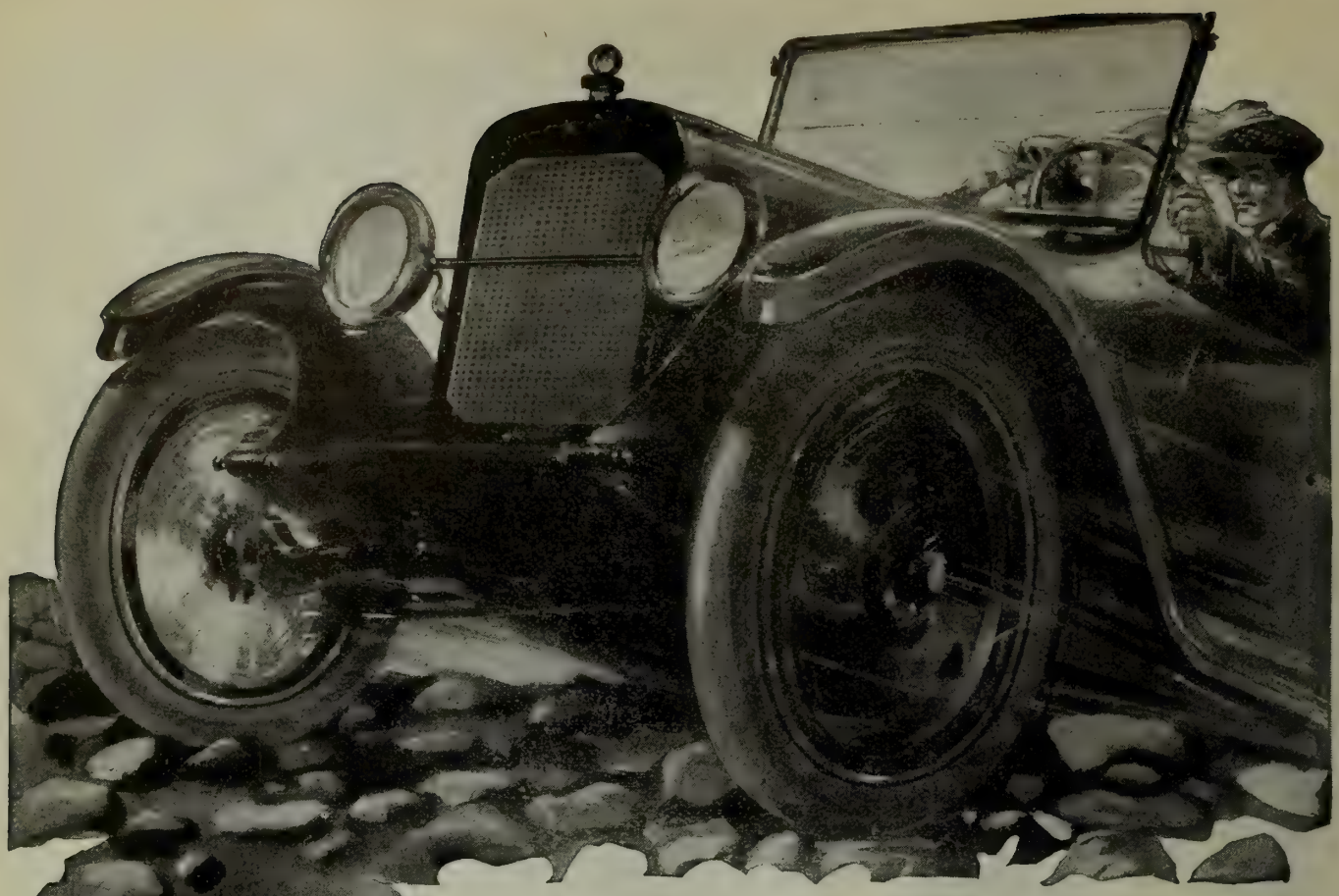
Eureka Sprayers represent careful thought and design. If you have never sold them it will surprise you to see how quickly the consumer recognizes that Eureka embodies all his needs. Eureka quickly convinces and sells the customer. Orchards, farm buildings, cattle sheds, chicken houses, are a few of the places offering a paying market for continuous sales—sure profit and stock moving all the year.

Above illustrations do not show our complete line of sprayers. Send for catalogue.

The Eureka Planter Co., Limited

Woodstock - Ontario, Canada

WESTERN BRANCH:
Mark Dumond, 1048 Main St., Vancouver, B.C.



Large Size Can 75c

Radiator Leaks Sealed Against Heavy Vibration

RIE-NIE Liquid Radiator Cement automatically and permanently seals all leaks in the radiator, water jacket and connections. Withstands vibrations from the roughest roads. Positively will not interfere with the circulation. Prevents rust and scale formation.

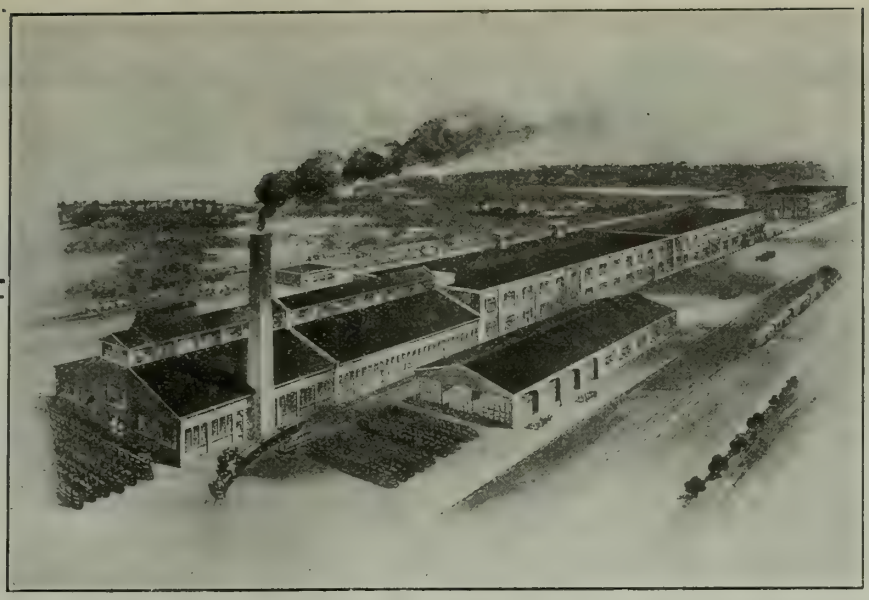
Dealers find ***Rie Nie*** Liquid Radiator Cement a quick seller and a repeater because it is a quality product, fully guaranteed and backed by substantial advertising.

Write today for dealers' prices and special proposition on carton quantities.

DURKEE ATWOOD CO., Minneapolis, Cleveland, U.S.A.
Canadian Durkee Atwood Co., Ltd. Toronto

Rie Nie Trade Mark Reg.

RADIATOR CEMENT

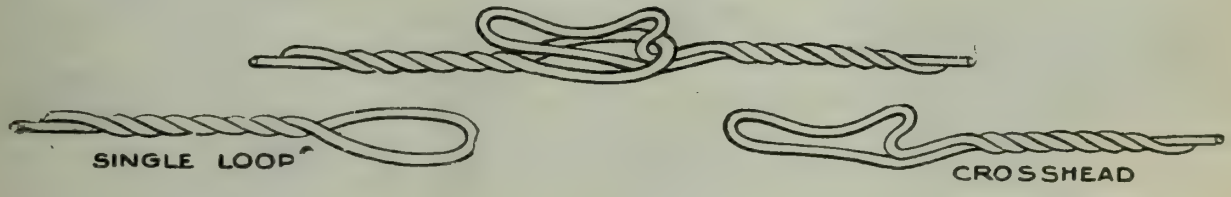


Our Large Plant Devoted to the Manufacture of Wire Products Exclusively

For Export Trade

We have shipped our products to all the leading countries of the world. Through practical experience we have learnt the art of careful packing. The importer may rest assured that he will receive satisfactory service. Laidlaw Bale-Ties are made in the usual gauges. Can be cut to any length. Made from genuine Bessemer stock.

We solicit inquiries from merchants in the British Empire and foreign countries. Quotations are made f.o.b. Atlantic ports, or c.i.f. A few of our lines: Bright, Annealed, Coppered, Stove Pipe, Lacquer Finished, Square, Pin, Brush, Bookbinders', Hat, Florists', Varnished, Weaving, Mattress and other fine Tinned or Galvanized Wire.



Nails in all sizes and patterns of the European, Asiatic and Australian Market

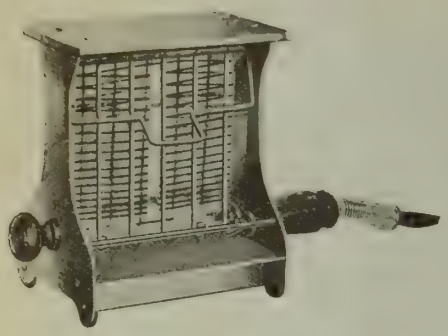
The Laidlaw Bale-Tie Company, Limited, Hamilton, Canada

Norman Jessiman, Vancouver, B.C. Harry F. Moulden & Son, Winnipeg, Man. A.T. Diggens, Toronto, Ont. H. E. O. Bull, Montreal, Que.

London, England: M. Bryan, 24 Aldgate

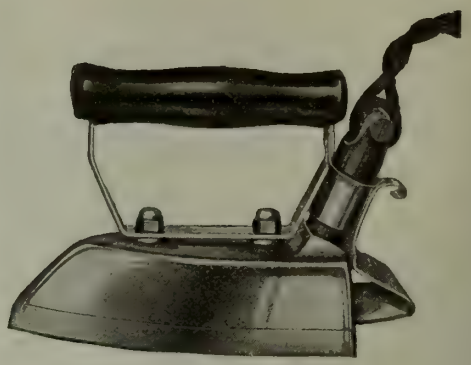
All Atlantic Ports from Baltimore north are equally convenient to Hamilton

National ELECTRIC



Cat. No. 175
Upright Toaster

Line of Heating Appliances Is Complete

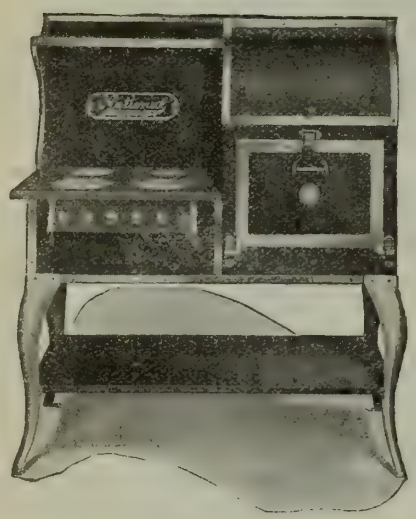


Cat. No. 106
Model "B" 6-lb. Iron

Cat. No. 300
One Burner Hot Plate
Also Double Burner

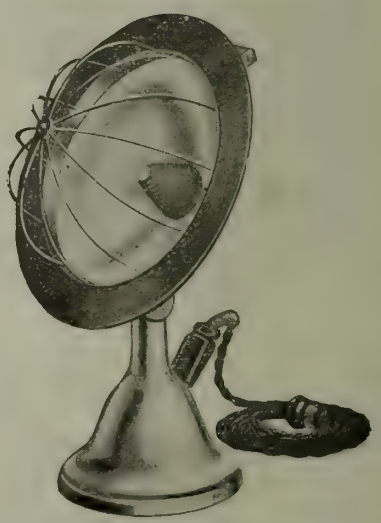
It's a Profitmaker For You

Cat. No. 180
Toaster Stove



Cat. No. 606
Model C-6
Electric Range

Write for Our Latest Discount Sheet and Proposition



Cat. No. 1210
Heatray Heater

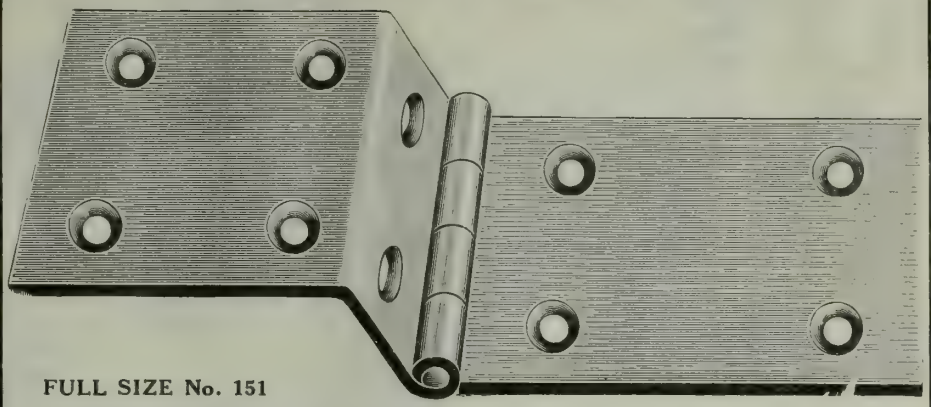
The National Electric Heating Co., Limited

TORONTO, CANADA

National ELECTRIC

Hinges
Hasps
Corners
Brackets
Straps
Handles
Pulls
Knobs
Locks
Catches
Latches
Escutcheons
Key Checks
Washers
Hooks
Mirror Plates
Card Holders
Bolts
Flush Lifts
Screen Lifts
Door Holders
Door Stops

SOME HINGE



FULL SIZE No. 151

SOME HANDLE

FULL SIZE No. 1257

Brass
Bronze
and
Steel
HARDWARE
For
Refrigerators
Tool Chests
Furniture
Cabinets
Office Fixtures
Fancy Boxes

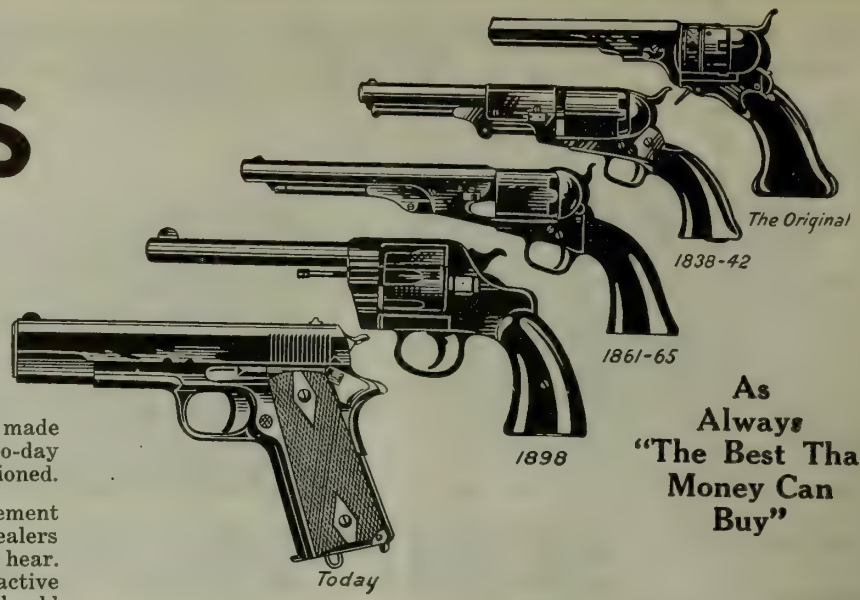
The Most
Complete
Line on
the Market

QUALITY
and
SERVICE
Is Our Motto

AND SOME LINE
THE BRAINERD LINE

THE BRAINERD MFG. CO.
EAST ROCHESTER, N.Y., U.S.A.

COLT'S FIRE ARMS



As Always "The Best That Money Can Buy"

Leadership! From the earliest *Colt* made in 1836 to the masterpiece of to-day Colt's supremacy has been unquestioned.

Linked with the record of achievement is the romance of a Colt which dealers find their customers delight to hear. This romance is told in a most attractive little booklet which every dealer should have and make use of. If you have not already received your copies, send to us for them.

Also send for folder A-62 which contains an interesting story of how a Colt established a new world's record for accuracy at the National Shoot at Caldwell, N. J.

"The Proven Best By Any Test"

COLT'S PATENT FIRE ARMS MFG. CO., HARTFORD, CONN., U.S.A.

Manufacturers of

Colt's Revolvers
Colt's (Browning) Automatic Machine Guns
Colt's Automatic Pistols
Colt's (Browning) Automatic Machine Rifles

A. Macfarlane & Co., Limited, Montreal, P.Q.

For Extreme Accuracy Use Empire Levels

YOUR reputation as a quality workman demands that you use a level of assured accuracy—one that you can depend upon to do its work in a consistent manner under all conditions. A good reliable level pays for itself many times over in a single day by eliminating all possibility of incorrect or ill-fitting work.

Empire levels are manufactured under a system of exacting tests which makes hair-line accuracy a feature of every tool. They are durable too, only the best material obtainable is used in their construction.

The Empire adjustable aluminum level pictured here is the highest type level on the market. It is made of a special alloyed metal, very light and has the additional feature of adjustable vial glass cases which can be set for angular work.

The Empire line of levels includes one for every use, made in both wood and aluminum styles. Ask your jobber or send for descriptive catalog.

Empire Level Mfg. Co.

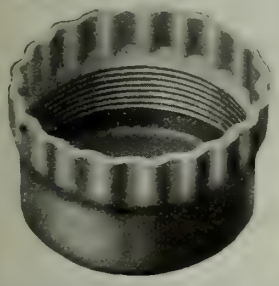
313 First Ave. **Milwaukee, Wis.**

Canadian Office: 140 McGill St., Montreal, Que.

A New Canadian Stamping Plant

KALES STAMPINGS

Pressed metal parts, light and medium weight stampings, card holders, washer, shims, clips, retainers, spacers, cover plates, shells, motor, axle, transmission and clutch stampings — we are at your service with quality and prompt deliveries on any of this work. Send for folder listing 1,000 different sizes of washers—also send us your blue prints and samples for estimates.



To insure convenience and prompt service to our Canadian customers, we have established a factory at Walkerville, Ontario.

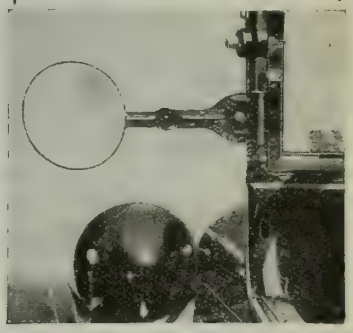
The new plant is now ready to do business. It is strictly an independent factory, capable of taking care of any light and medium weight stamping needs you have—and capable, too, of producing the same quality of work which has maintained the reputation of Kales Stampings for 15 years.

KALES STAMPING CO., Limited
63 WALKER ROAD WALKERVILLE, ONT.

Hindview

AUTO MIRRORS

Mirrors are required by law in Ontario. "Hindview" is a mirror that has been making good for hundreds of dealers and jobbers in Canada and the United States. Strictly a quality mirror—made for open and closed cars and trucks. Write for descriptive literature.

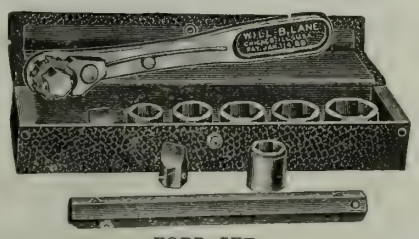


Lane's Handy Auto Ratchet Tools

A popular quick-selling line that interests your customers at once because of their ability to perform tasks where other wrenches fail.

The line comprises the "Standard" and "Ford" Sets of the Lane "Unique" Ratchet Wrench, the Lane "Super-Unique" Ratchet Wrench Set and the "Unique" Off-Set Ratchet Screw Driver.

SUPER-UNIQUE SET



FORD SET

STANDARD SET

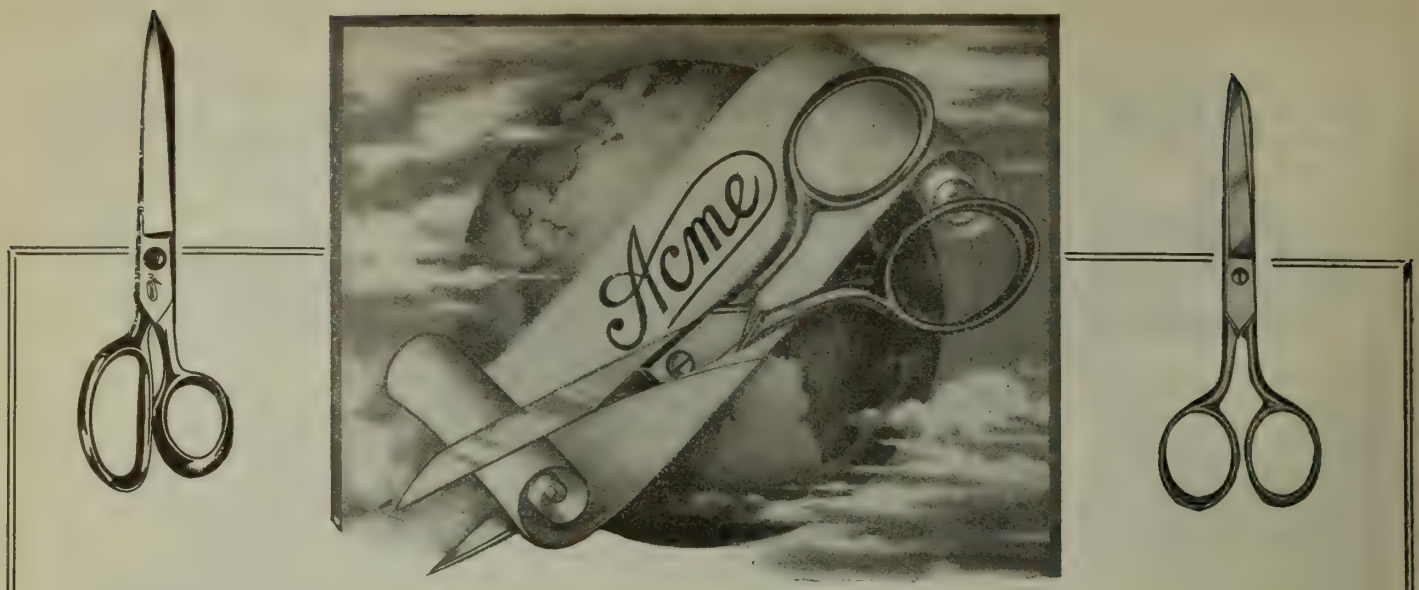
All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.

A line that meets many requirements and presents unusual selling opportunities for the dealer.

OFF-SET RATCHET SCREW DRIVER.

Manufactured by

Will B. Lane Unique Tool Co.
180 N. Dearborn St., Chicago, Illinois



THEY CUT FOR THE WHOLE WORLD

"Acme" shears, scissors, and tinners' snips are sold in every market on earth and delight consumers and dealers everywhere. The consumer is highly pleased when he tests the specially hard ened, sharp cutting edges. The splendid performance of this line in service increases business for the dealer; the profits are good; the prices interestingly low for the quality. An output of 35,000 pairs daily assures satisfactory deliveries and indicates something of the wide sale of this popular "Acme" line. Send for No. 5 catalog and prices.

The Acme Shear Company

Bridgeport, Conn., U.S.A.

Incorporated 1882
Cap. Stock, $500,000

Canadian Agent : Mr. A. J. McCrae
23 Scott St., Toronto

AD-EL-ITE MOTOR CARBON REMOVER
PATENT APPLIED FOR

NO LAY UP

It is not necessary to lose any time in ridding your car of carbon when AD-EL-ITE Motor Carbon Remover is used.

This is the most thoroughly efficient remover on the market. Stops kicks and knocks, makes hill climbing easy and gives cars new life.

The goods carry a complete line of store and consumer advertising that insures quick turnovers.

AD-EL-ITE Perfect Paints
For Every Purpose.

ADAMS & ELTING CO.

17 ADELAIDE ST. EAST **TORONTO**

PAINTS AD-EL-ITE VARNISHES

The Wonderful Selling Kiddie-Kar

The very largest selling child's vehicle in the world with a big margin of profit. That's the combination you want!

Kiddie-Kar is so soundly constructed, so simple, and of such powerful appeal to children and parents that it has sold wonderfully from the start.

Extensive advertising of the most compelling kind to consumers has made its great merit "known to the millions"—that's all, for Kiddie-Kar sells on its worthiness. Maybe you're missing this?

Ask Your Jobber.

Canadian K-K Company, Limited

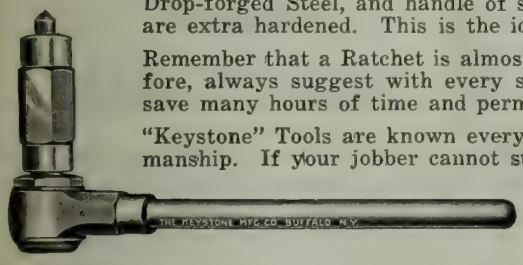
Elora, Ontario, Canada

Here's the strongest Ratchet Drill made

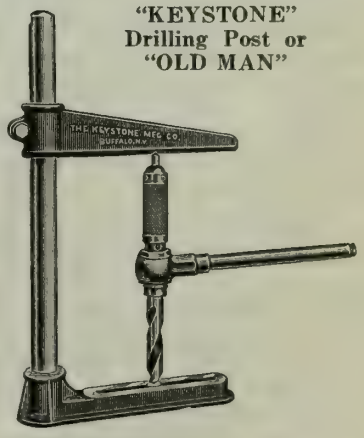
Bridge builders, ship builders, boiler makers, and all who ask constant heavy service from Ratchet Drills are proving the "Monarch" Square Sleeve Single Acting Ratchet to be the strongest Ratchet made. The body is made of Drop-forged Steel, and handle of solid Bar Steel. Parts subjected to wear are extra hardened. This is the ideal Ratchet Drill for heavy work.

Remember that a Ratchet is almost useless without a Drilling Post. Therefore, always suggest with every sale a "Keystone" Drilling Post. It will save many hours of time and permit of more perfect work.

"Keystone" Tools are known everywhere for quality of material and workmanship. If your jobber cannot supply you, write direct to us.

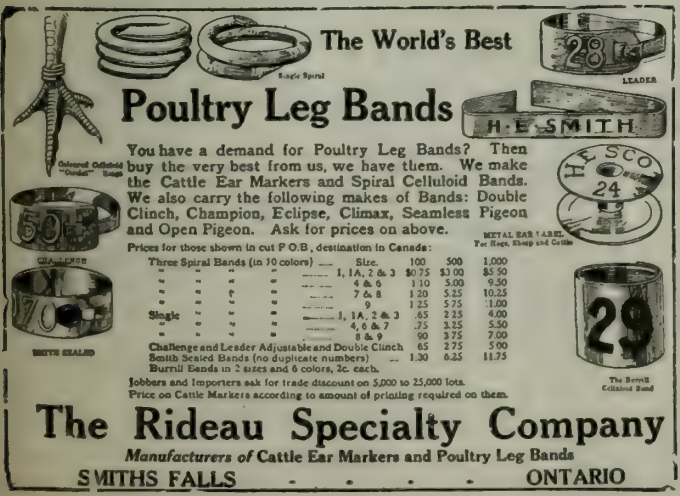


"KEYSTONE" Drilling Post or "OLD MAN"



The KEYSTONE MFG. Co.

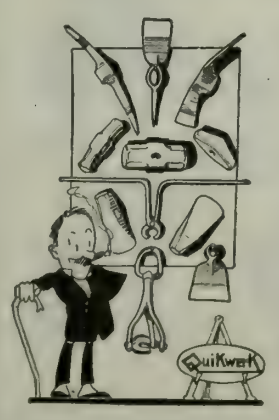
BUFFALO, N.Y.
Postal Station "B"



The Rideau Specialty Company

Manufacturers of **Cattle Ear Markers and Poultry Leg Bands**

SMITHS FALLS - - - - ONTARIO



Just a Few Tools

We make a lot more —but that's a matter for our catalogue.

Your jobber stocks our line, but the catalogue will help in making the right selection.

The Warren Tool & Forge Co.

234 Griswold St.
WARREN : OHIO

The World-Famous Trademark of Safety

The familiar picture of the carpenter's hammer striking the hammer of the revolver tells the story of Iver Johnson safety in language everyone can understand—the language of pictures.

And the trademark tells more than a story— it tells a truth. If ever there has being an instance of an Iver Johnson being discharged by a drop, thump, thud, or knock—we have not heard about it. "Hammer the Hammer" means just what it says.

The automatic safety—the fact that there is nothing to remember to do to make it safe, the accuracy, the constant alertness and readiness for use, the simplicity of construction—all combine to make the Iver Johnson the most wanted revolver for home protection—therefore the obvious revolver for you to sell.

Stock the entire line—22, 32, 32 special and 38 calibers, Hammer and Hammerless models with Regular, Perfect Rubber and Western Walnut grips.

Why not stock Iver Johnson shotguns too? Then you can capitalize on the entire Iver Johnson line of firearms.

Write for firearms catalogue and complete dealer information. Ask for literature on bicycles and motorcycles, too.

IVER JOHNSON'S ARMS & CYCLE WORKS

332 River Street, Fitchburg, Mass.

99 Chambers Street
New York

717 Market Street
San Francisco

"The Safe Revolver to Sell"

HINTS ON WORKING ALUMINIUM

¶ Are you interested in the above?

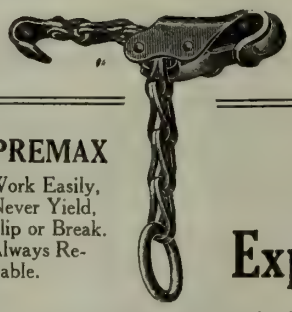
¶ We are at your service.

¶ Write for our Booklets.

THE BRITISH ALUMINIUM COMPANY, LIMITED

263-267 Adelaide St. W., Toronto

Eastern Agents: Spielman Agencies, Montreal



PREMAX
Work Easily, Never Yield, Slip or Break. Always Reliable.

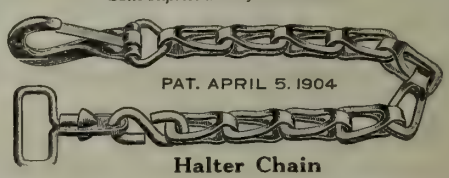
About Export Business

Our Export Trade is growing rapidly and our facilities in that way are of the best. Expressions of satisfaction are received daily from our dealers and no matter in what country you may reside, our established reputation will bring good financial results through regular sales.
The illustrations show only a few of our products of merit.

Ask for Catalogue No. 25HM6

Niagara Falls Metal Stamping Works
Manufacturers of Hardware Specialties
NIAGARA FALLS, N.Y., U.S.A.

D. A. McDONALD, 141 Bannatyne Ave., Winnipeg, Man.
Sales Representative for Manitoba



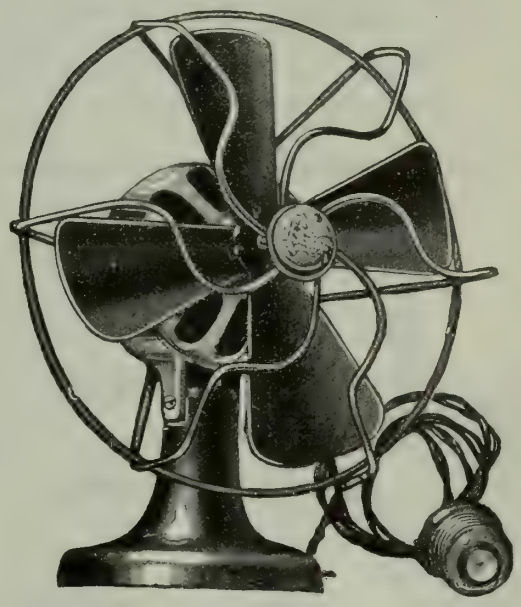
Halter Chain

THE POLAR CUB ELECTRIC FAN

Made in 6" size - $10.50 retail
Made in 9" size - $16.50 retail

Our Saturday Evening Post advertising alone brings you big business

ORDER NOW



THE
A. C. Gilbert-Menzies Company, Limited
439 King St. W. TORONTO

Manufacturers of Gilbert Steel Construction and Educational Toys, Agents for Gilbert's Fans, Motors, Vibrators, Sewing Machine Motors, etc.

SEND FOR CATALOGUE OF OUR NEW WIRELESS OUTFITS FOR BOYS AND YOUNG MEN.

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND MEAAL are big buyers because they buy for business as well as for private consumption.

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

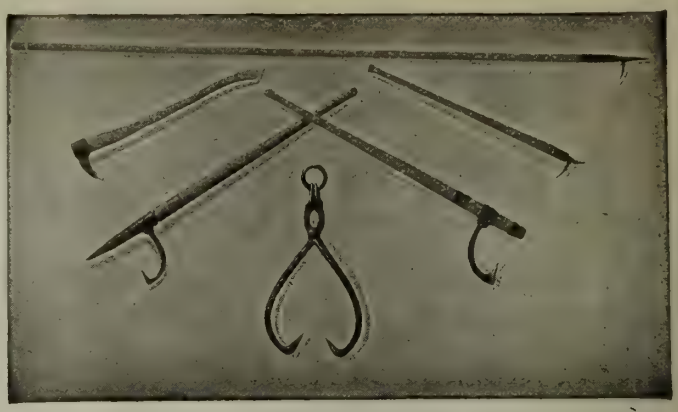
Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke **Ontario**



No. 142 Hook
Cast Brass

You Will Increase Your Business

if you stock Stratford Brass Products. Send for Catalogue.

We can supply you with everything in Furniture Trimmings of all kinds, also Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.

The Stratford Brass Company

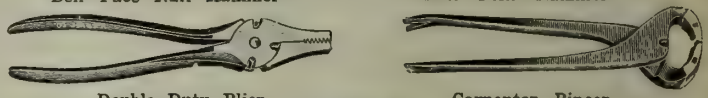
Limited

Stratford, Ontario

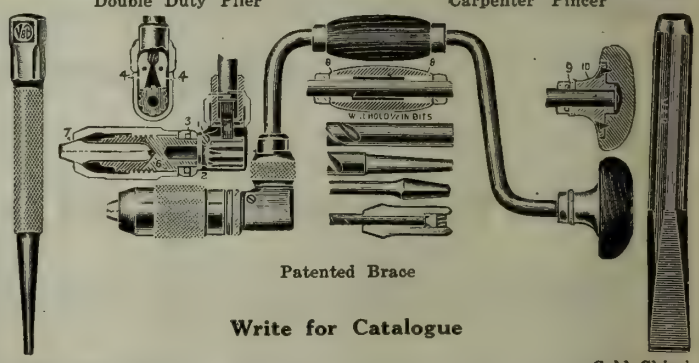
V & B TOOLS

Individually Tempered and Tested

Bell Face Nail Hammer **Ball Pein Hammer**



Double Duty Plier **Carpenter Pincer**



Patented Brace

Write for Catalogue

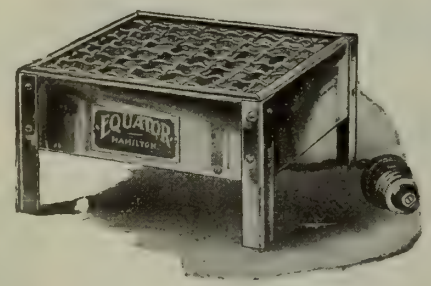
Nail Set **Cold Chisel**

VAUGHAN & BUSHNELL MFG. CO.

Makers of Fine Tools

2114 Carroll Ave., Chicago

Represented by
ALEXANDER GIBB, 3 St. Nicholas Bldg., Montreal



"Equator" Toaster Stove

500 Watts. Cat. No. A.3
H.E.P.C. Approval 115

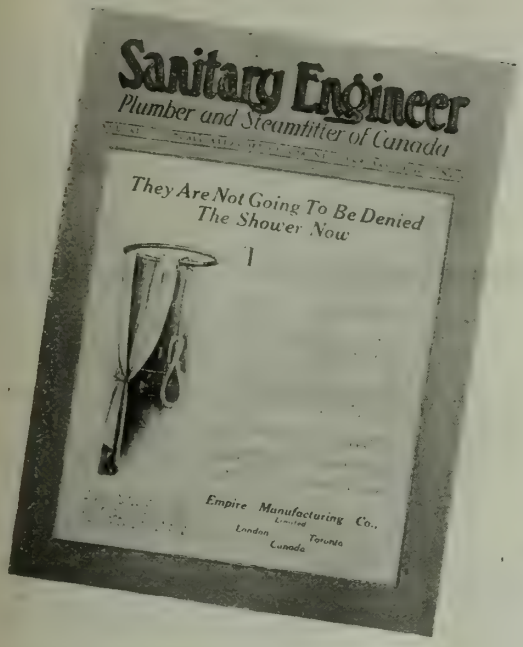
"EQUATOR"

"Rely on Me"

The Mark of Quality, designating a line of Electrical Appliances always *dependable,* encircles your selling efforts with a confidence that insures a profitable sale from customers seeking a serviceable appliance.

EQUATOR MFG. CO., HAMILTON CANADA

Do You Conduct A Plumbing And Heating Department?



The livest, up-to-date sanitary plumbing and heating engineers in Canada are subscribers to SANITARY ENGINEER, **Plumber and Steamfitter of Canada.** This live, breezy paper coming out twice monthly with a large volume of practical and interesting information for its readers is available at the cost of $1.00 per year, or less than 5c per issue. For the small sum of $1.00 you receive 26 issues filled with interesting editorial information and bright, newsy advertising pages giving news and information regarding new goods and the latest developments in plumbing and heating goods.

If you conduct a plumbing and heating department and you are not yet a subscriber to SANITARY ENGINEER, you are overlooking one of the best investments you could possibly make.

Read This Interesting List

Read the following, giving a brief summary of editorial information in the April 1 issue:

"PLUMBING REPAIRS WILL BE CASH." A story telling how 10 Brantford plumbing firms have placed their businesses on a cash basis.

"RIGHT ON THE JOB—GET BUSINESS." An illustrated story telling how Brousseau and Frere, Quebec, Que., have built up a big business on a small beginning. Their methods are described in this issue.

"SASKATCHEWAN CONVENTION REPORT." A detailed report of the convention of the Saskatchewan Society of Sanitary and Heating Engineers held at Saskatoon.

"CONTRACTS AND CREDITS." An address delivered by Neal Beaton, of Beaton & Brady, Saskatoon, before the Saskatchewan Convention.

"SEWAGE DISPOSAL FOR SMALL COMMUNITIES." Fourth article of a splendid series of articles by B. T. Ellis for which SANITARY ENGINEER has the exclusive publication rights for Canada.

"VENTILATION AND EXHAUST SYSTEMS." An address delivered by C. W. Keniston at a recent convention held in Milwaukee.

"TEST YOURSELF WITH THESE QUESTIONS." A test which you can apply to yourself. It consists of 65 questions and will enable you to check up the results of your personal effort and also of your business.

"RUMOR OF A TAX ON SALES IN CANADA." Details regarding the proposed turnover tax and how it will work out.

"MONTREAL CRAFT SEES ENCOURAGEMENT." A page of interesting information regarding the activities of the Montreal organization.

"THOUGHTS." By Napolean Hill—a page of inspirational reading matter.

"BUILDING ACTIVE DURING FEBRUARY." Complete Details regarding the building permits issued in Eastern and Western Canada cities.

"EDITORIAL." Success and Profiteering—Under Production and Over Production—Increasing Sales—Turnover Tax—Causes of Inflation—Are You Insured?

"NEWS FROM HERE AND THERE." A bright breezy page giving news gathered from various sources.

"MARKET CONDITIONS AND TENDENCIES." Two pages of bright accurate market information giving actual prices quoted on goods used by the plumbing and heating trade.

The above is a partial list of the editorial contents of the April 1 issue.

The April 15th issue contained, among other features, a complete report of the Ontario Society of Domestic Sanitary and Heating Engineers' Convention, held at Toronto.

Pin $1.00 to the coupon below, mail it to the address given below, and you will immediately start receiving twice monthly a paper that is easily worth more than the subscription for any one single issue. SANITARY ENGINEER is one of the sixteen papers published by the MacLean Publishing Company. It has been published twice monthly since 1907. Most good plumbing and heating engineers are now subscribers. If you are one of the few not subscribing, **ACT NOW.**

"Take the Paper that gives the News while it is News"

SANITARY ENGINEER, Plumber and Steamfitter of Canada,
MacLean Publishing Company, Toronto Can.
Enclosed find $1 (one dollar) for which send SANITARY ENGINEER for one year to the address below:

Name ....

Address ....

Town or City..... ....

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word first insertion, 1 cent per word for subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

FOREMAN WANTED — FIRST-CLASS TINsmith and plumber, one capable of taking charge of eight or ten men. A good job for the right man. Apply XYZ, care of Hardware and Metal.

WANTED—FOR A POSITION IN TORONTO, man of good appearance, with good knowledge of the hardware trade. He must be well posted on hardware prices and the trend of hardware markets at the present time. He must be quick at figuring. Should be able to thoroughly analyze any unusual situation which may arise in the hardware trade. He must be able to write a good business letter. He must possess initiative and tact. He must be a man who will command the respect and confidence of his associates in our business. His position will put him in close touch with the biggest and best known hardware manufacturers and wholesalers in Canada, and he must be big enough to meet these men. You need not be afraid to answer this advertisement. You are not with us now—our men know that this advertisement is going to appear. Your price is not too high if you are the right man for this position. We must have convincing proof of your ability, however, and it must be evidenced in your first letter. A mere application for a job will not get you this position. We have tried to outline the type of man we need. If you feel that you have the qualifications write fully, giving all details and stating salary to start. Box 274, Hardware and Metal, Toronto, Can.

WANTED—PAINT SALESMAN FOR ONTARIO territory. Good aggressive type of man wanted able to produce business. A live Hardware Clerk with paint selling experience will be considered. State age and experience. Reply Box 279, Hardware and Metal.

ADVERTISING SALESMAN, PREFERABLY one who has had experience in the hardware or paint business. Must be a good plan man and also able to suggest lay-outs, etc., which will be finished up by ad. service department. This position offers good salary and commission arrangement to a live man. Box 301, Hardware and Metal, Toronto, Can.

WANTED AT ONCE AN EXPERIENCED hardware clerk, state age, experience and salary expected. Married man preferred. Apply to Box 222, Hardware and Metal.

BUILDERS' HARDWARE SALESMAN FOR Western Canada with experience. Quote firms, plans and specifications. State age, experience and salary expected. Married or single. Box 101, Hardware and Metal.

TRAVELLING SALESMAN WITH EXPERIence selling paint and paint sundries for Western territory. State age, experience and salary desired, married or single. Box 153, Hardware and Metal.

EXPERIENCED HARDWARE SALESMAN TO sell to dealers in Western territory. State age, experience and salary required. Married or single. Box 181, Hardware and Metal.

WANTED — THOROUGHLY EXPERIENCED hardware pricer, capable of taking charge of Invoice and Order Department. Apply stating experience, references, and salary required to Box 250, Hardware and Metal.

HELP WANTED

EXPERIENCED HARDWARE MAN WANTED to manage hardware department in general store in Southern Saskatchewan. Established business and good opportunity for right man. State age, experience, whether single or married and salary expected. Morrison-Blackwood Hardwood Limited, Moose Jaw.

WANTED — FIRST-CLASS TINSMITH, CAPable of taking charge of a shop and figuring on work. Married man preferred. Apply to the Fulton Hardware Co., Ltd., Sault Ste. Marie, Ont.

WANTED — GOOD ROAD SALESMAN FOR Wholesale Hardware; must be a live wire, have good personality and be of steady habits. This is an excellent proposition for the right man. Territory covered in Western Canada. Apply in own handwriting, stating experience, age, height, etc., to Box 370, Hardware and Metal.

AGENCIES WANTED

ENGLISH FIRM WITH AGENTS ALL OVER Britain desires representation or sole selling agency for good Canadian house. Any good line for Hardware, Ironmongery, Fancies, etc. Exceptional opportunity for distribution. Highest References. Box 87, MacLean, 88 Fleet St., London, E.C. 4.

FOR SALE

FOR SALE—GARAGE BUSINESS AND PROperty. County Northumberland. Everything first-class and doing extensive business. Twelve thousand turnover last year. Bargain for quick sale. Box 260, Hardware and Metal.

ONE SET TINSMITH TOOLS FOR SALE FOR $90. Mrs. Annie Ronalt, hardware, Bayfield, Ont.

HARDWARE STOCK AT RIGHT PRICE—CAN rent building. Best spot in live town, doing cash business. Good reasons. Four thousand handles. Box 225, Hardware and Metal.

I HAVE ONE OF THE BEST BUSINESSES IN the Province of Saskatchewan. Population 600. Moderate opposition. During last 10 years have made $150,000. Now wish to move into Winnipeg. Our stock will run $70,000. This is fully $25,000 more than is necessary. We bought ahead to take advantage of markets. Turnover $135,000 per annum. Will expect $25,000 cash, balance easy terms. No use to communicate unless you have necessary cash. Will bear strictest investigation. Reply in confidence to Box 223, Hardware and Metal.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, Laprairie (Montreal), Que.

QUICK RESULTS

If you want to buy or sell a business, dispose of overstocks, hire a clerk or manager, use the "Wanted" page of HARDWARE AND METAL. There is no other way in which you can get in touch, more quickly or thoroughly with the best prospects, than by using the "Wanted" page of HARDWARE AND METAL. Cost is only two cents per word for first insertion, and one cent per word for subsequent insertions, with 5c additional for Box Number.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

METAL STAMPINGS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

SMALL TURN BUCKLES

Send for Catalog No. 4
GEORGE H. WILKINS CO.
180 No. Market St. Chicago

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K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

Decalcomania Transfer

NAME PLATES
Made in Canada by
Canada Decalcomania Co., Limited
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STOVE MICA

All sizes of Clear Mica in stock for immediate shipment
Price List on Application
Mica Company of Canada, Limited
P.O. Box156, Hull, Que.

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS

We will be pleased to give you our estimate on your next order.

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Caron Bldg., 233-239 Bleury St., Montreal

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We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
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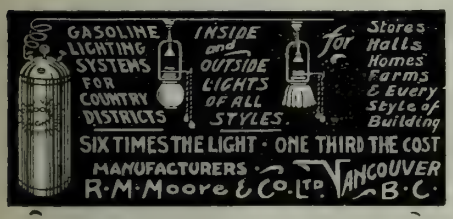
The "King" of Heavy Pressure Babbitts

Largely used by Mines, Paper Mills, and Industrial Plants where a good all round Babbitt is required.

Catalogue, and prices quoted your nearest Railway Sta.

The Dominion Metal Company, Limited
Sherbrooke, Que.



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RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.

CLIMAX PAPER BALERS

ALL STEEL--- FIREPROOF
"Turns Waste into Profit"
12 SIZES
Climax Baler Co.
Hamilton, Ont.

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FOR ALL PURPOSES
— IN GOLD OR COLORS —
SUITABLE FOR ANY SMOOTH SURFACE
J.H.BUTCHER & Co BIRMINGHAM

MYERS WONDERFUL SPEEDY HAND STITCHER
Repair shop in itself, mends harness, shoes, auto tops, belts, etc.
Send for wholesale price and catalog.
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Foster Pottery Co.

HAMILTON - CANADA

Manufacturers of Flower Pots, Saucers, Fern Pans and Hanging Baskets. Ask for Catalog and Price List.

"Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co., Ltd.
OWEN SOUND, ONT

STERLING

Hack Saw Blades and Machines
Manufactured by
Diamond Saw & Stamping Works
BUFFALO, N.Y.

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Insist on these Brands

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Northern Electric Company
LIMITED

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Dingley Brothers Export Limited
Lindsay Bldg., Montreal

W. T. Evans, Can. Manager

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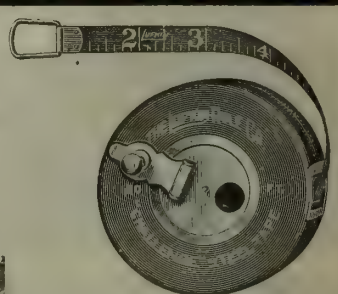
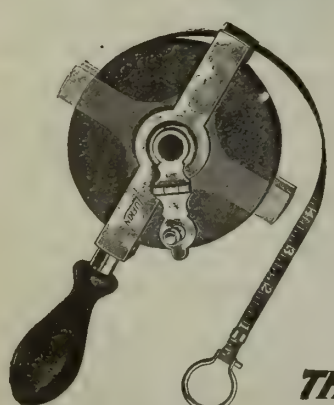
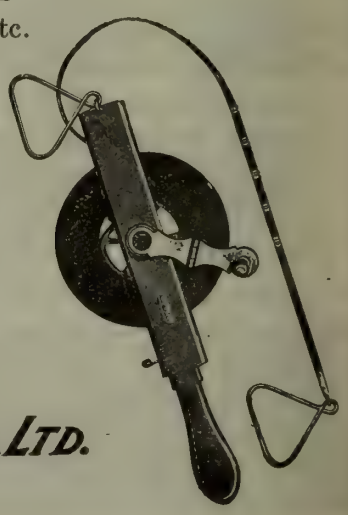
MEASURING TAPES
ARE OF
SUPERIOR QUALITY
ACCURATE DURABLE



THEY HAVE *Instantaneous* READINGS
"Nubian" (dark) Finish Lines, Metal Lined Cases, etc.
MADE IN CANADA





The recognized standard for years in construction work, engineering and surveying.

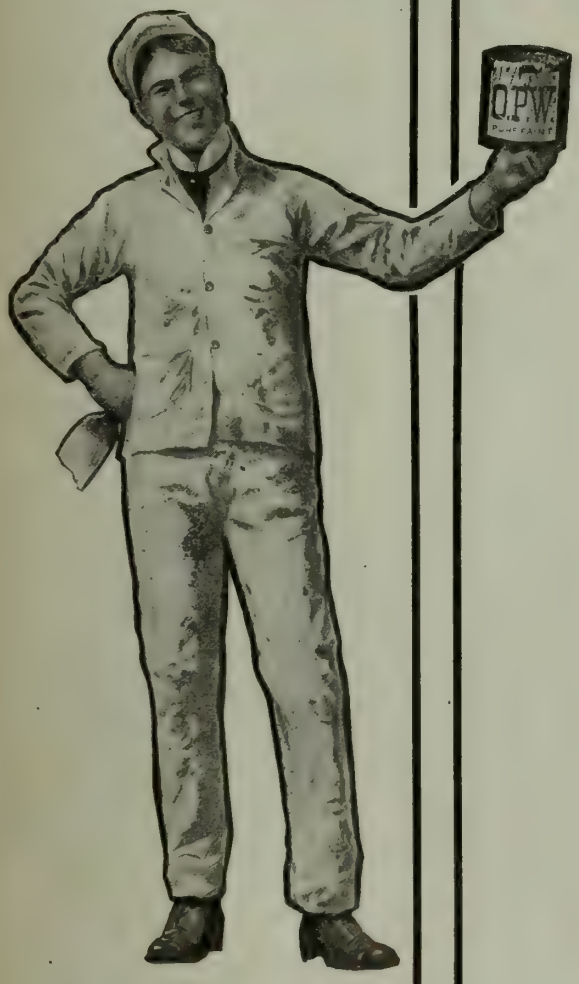
Everybody knows the Brands—
"RELIABLE" "CHALLENGE" "RIVAL"

Carry the Tapes that sell.
Your jobber stocks them.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

O.P.W.

Trade-Mark Registered



Q

is for O.P.W. Qualifications—Question us for Quotations and Quadruple your Quota of Quick Sales.

"Save the surface and you save all" Paint & Varnish

"Paints and Varnishes for Every Purpose."

Order Now

For Housecleaning Season

This is the season when the house is overhauled, repaired, cleaned, painted and varnished from cellar to attic. It is a season of particular importance to the hardwareman — especially this year with so many new buildings planned.

The decisive factor in the success of the Paint and Varnish Department is having the right goods at the right time. Do not delay. Send in your order direct to us. It is unnecessary to wait for our salesman to call. We assure you the same careful attention to your order and every possible co-operation. Don't delay. ORDER NOW !

Send for literature about O.P.W. and Prosperity.

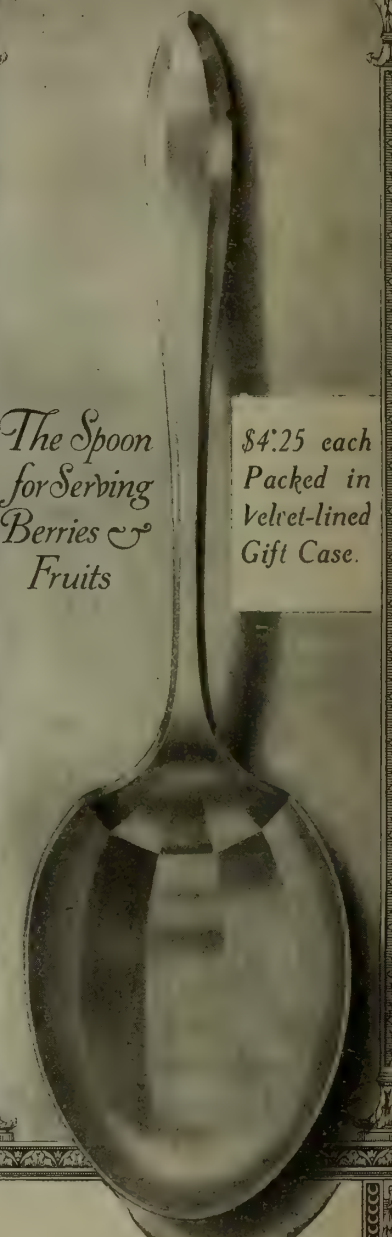
Ottawa Paint Works Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

COMMUNITY PLATE



The Spoon for Serving Berries & Fruits

$4.25 each Packed in Velvet-lined Gift Case.

The Service of Fruits

WITH all her appreciation of the elaborate service accorded her in her Hotel or Club, the woman of taste rarely tries to emulate it on her home table. Instead she keeps her accessories few and simple—and is very careful to have them *right*.

Her Grapes are separated into dainty clusters before they come to the table. Sharp-pointed, sharp-edged *Community* FRUIT KNIVES for *Apples, Peaches* and *Pears*. *And* for *Berries* or *Preserved Fruits*—never the ordinary tablespoons; but this *Community* FRUIT SPOON, with its generous bowl, set on the handle at just the correct angle for serving daintily from a deep dish.

Indeed, one finds the BERRY SPOON almost indespensable also for *Salads, Large Vegetables*, and serving from a *Casserole* or *Pudding Dish*.

WDT

CORRECT SERVICE

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Above advertisement appears full page in MacLean's, May 15, Saturday Evening Post, May 22, and Collier's, May 22.

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII. No. 20. THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA MAY 15, 1920

FILE COPY

QUICK SURE PROFITS

Sportsmen know Remington quality. That is why they demand Remington UMC goods.

For the Traps and Field

The "Old Reliable" Pump Gun.

The famous "Arrow" and "Nitro Club" Wetproof Shells.

Remington UMC Shot Guns.

For the Targets and Game

Three Remington UMC .22 Rifles. The Autoloader, Repeater and Single Shot.

Remington High-Powered Rifles.

8 Shot Automatic Pistol.

The famous Remington UMC "Metallic" Cartridges are made in

450 SIZES

The Dealer who stocks the Remington Line soon has a steady, profitable business. Make a window display of Remington UMC goods and cash in on quick, sure profits.

Stocks at all jobbers.

Remington UMC of Canada Ltd.

Windsor, Ontario

"Your" Goods

"A retail merchant who would specialize in advertised articles — who would show them, push them, do everything possible to identify himself with them—would, in any trade, grow rich."

Such is the statement of a man who has himself prospered by that very method of merchandising. Many other merchants have proved it to be correct.

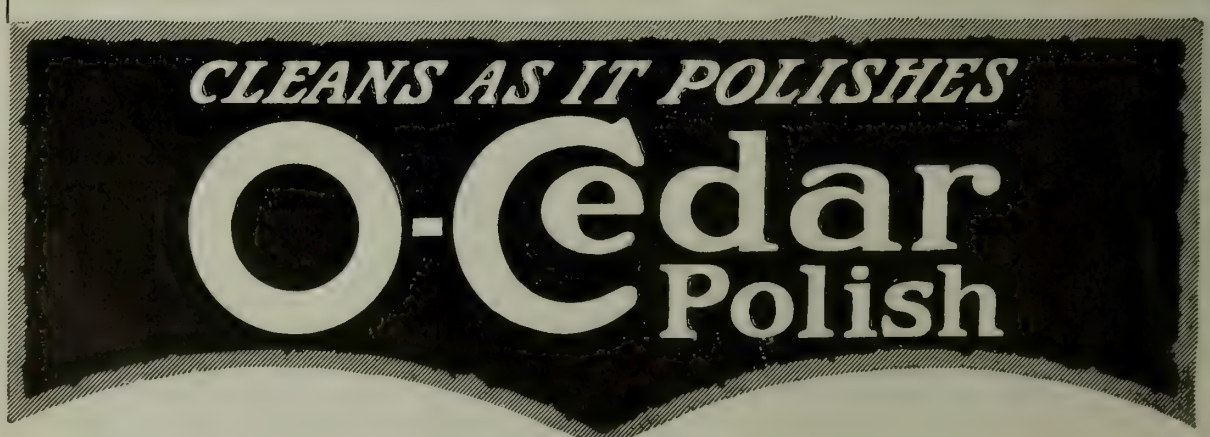
Where once there was a tendency to side-track advertised products because of a feeling on the merchant's part that such goods were not their goods, we find to-day a widespread appreciation of the ease with which a dealer can "turn over" lines widely advertised by their manufacturers.

Where once advertised goods were kept in the background—and stocked grudgingly because of a mistaken idea that such articles should take second place to those not so well known, we find to-day a pretty general realization that the advertised line is the profitable line — for the dealer.

Merchandising methods have swung into line with the progressive spirit of the age. Dealers have come to understand that every line they have requests for are "his" goods. If he receives outside support in finding a market for them—if the maker is progressive enough to advertise his article's merits—that advertising support is of benefit to the dealer. He should encourage it, by making all the sales he can, of such products.

O-Cedar Polish and O-Cedar Polish Mops are outstanding examples of advertised goods. They sell readily in any store that stocks them. But the "turnover" of these two products in your store may be increased by displaying them in your windows and prominently about the shop —and by "linking-up" your advertising with ours. **Local** advertising will direct the demand created by our **national** advertising, to **your** store. Hundreds of merchants have proved this—those who most freely display and advertise O-Cedar are the ones who are doing the lion's share of the O-Cedar business in their respective communities.

Channell Chemical Co., Limited, Toronto



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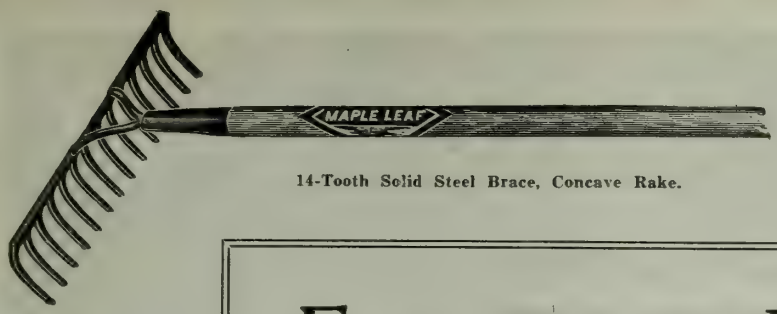
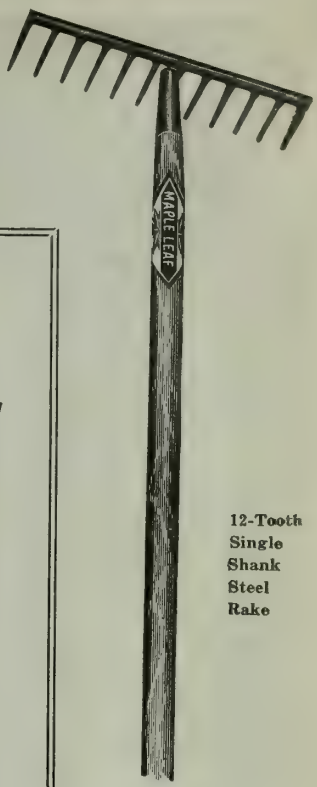


14-Tooth Solid Steel Brace, Concave Rake.



12-Tooth Single Shank Steel Rake

Farming in the Backyard

is on in full force.

The steadily soaring cost of living is driving people to maximum production in their garden plots.

The call for garden tools of all kinds will probably be more insistent this season than in years, so you will be well advised to have your stocks well sorted in the following lines:—

Malleable and Steel Rakes, straight and concave teeth.

Five Prong Garden Cultivators—"Invincible" and "Pull Easy."

Solid and Socket Shank Hoes

Solid Shank Turf Edgers

Gross Shears and Garden Trowels, etc.

We carry a full range of gardening equipment and can ship promptly.

Ask the "Rice Lewis" man for price on our Special Garden Hoe (or write direct).

5-Prong Garden Cultivato

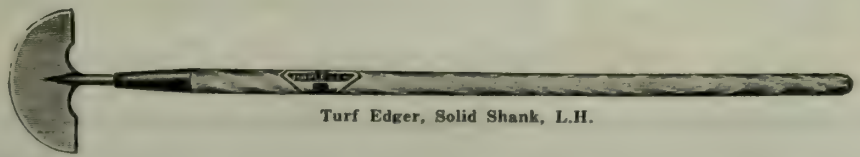
4-Prong Spading Fork, D.H. Strap

Lady Hoe, Solid Shank

Rice Lewis & Son, Limited

VICTORIA STREET

TORONTO

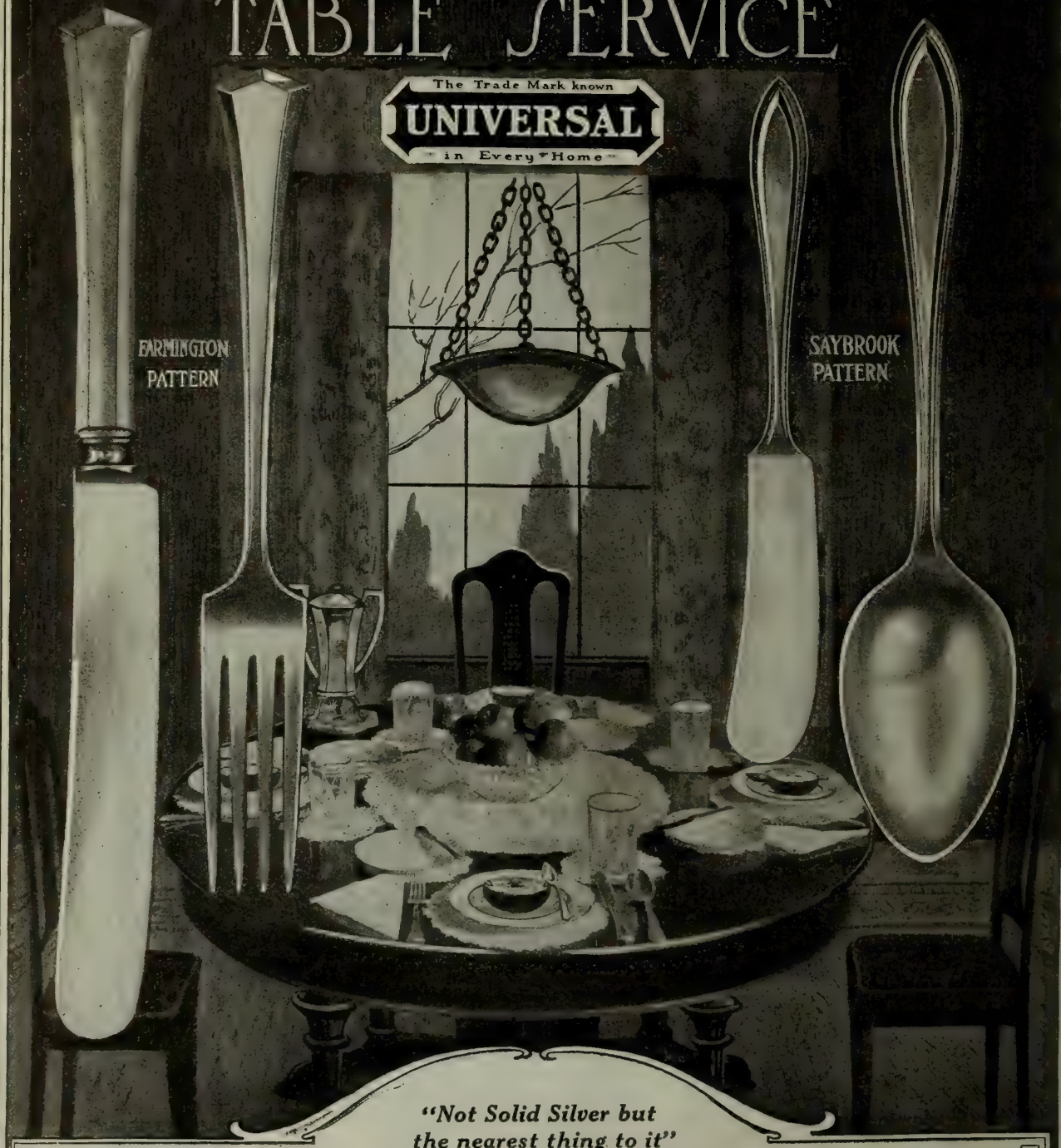


Turf Edger, Solid Shank, L.H.

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL SILVER OVERLAID TABLE SERVICE

The Trade Mark known
UNIVERSAL
in Every Home



"Not Solid Silver but the nearest thing to it"

Guaranteed for Fifty Years of Satisfactory Service

Only Resistain Steel or Solid Silvadium blades, which will not stain, rust or turn black on the edges, are used on all Hollow Handle Cutlery pieces. An exclusive Universal product.

LANDERS, FRARY & CLARK *Master Cutlers and Silversmiths for over half a century* NEW BRITAIN, CONN.

Canadian Representative:

Montreal A. MACFARLANE & CO., LTD. Quebec

If interested, tear out this page and ***keep with letters to be answered.***

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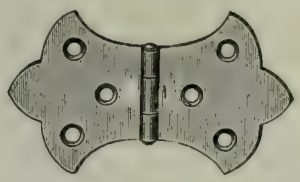
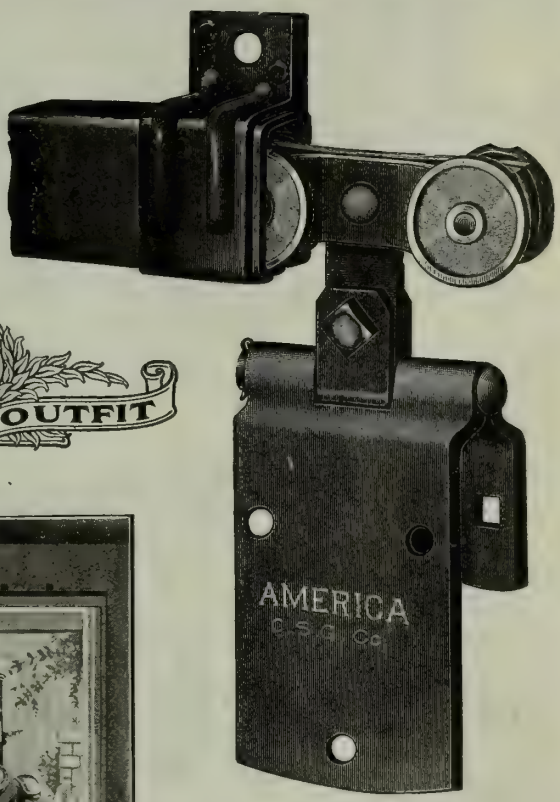


"Clover Leaf" Pattern No. 1490



THE HATCH GARAGE DOOR OUTFIT

Things That Sell Everyday

These few articles, selected at random from the extensive lines of the Canada Steel Goods Company, Limited, are merely suggestions of "things you sell everyday."

This is a line of dependable, reliable articles that bring steady and worth-while returns to the merchant. We suggest that you send for Catalogue "D"; examine it well, and then sort up your lines of Builder's Wrought and Garage Hardware.

Canada Steel Goods Co., Limited

Hamilton Canada

If interested, tear out this page and keep with letters to be answered.

These Ads Put Pep and Power into Your 1920 Selling of

Frost Fence

Your own selling force, Frost Fence ads. and the unbeatable Frost Fence itself makes a selling combination for 1920 that will carry everything before it.

Just run your eye over these Frost Fence ads and note their dominating strength. Then look at the list of papers covering the selling field like a blanket. With so powerful an ally as these ads preparing the ground for your salesmen and helping them wherever they may be—certainly you can anticipate a harvest of selling in 1920.

And Frost Fence's splendid reputation for stand-up ability is a sales-closing factor that has always made repeat customers in the past. With this triple team force at work we know we can expect big things in 1920 and we want you to share them.

Write us for full particulars about Frost Fence in 1920.

List of Papers

in which

Frost Steel and Wire Co.

ADVERTISING

will appear during

1920

CHARLOTTETOWN—
Guardian.

SUMMERSIDE—
Agriculturist.
Island Farmer.

MONTREAL—
Journal of Agriculture.
La Presse.
La Patrie.
Le Prix Courant.
Family Herald and W. Star.

OTTAWA—
Farm Journal.

PETERBORO—
Canadian Horticulturist.
Farm and Dairy.

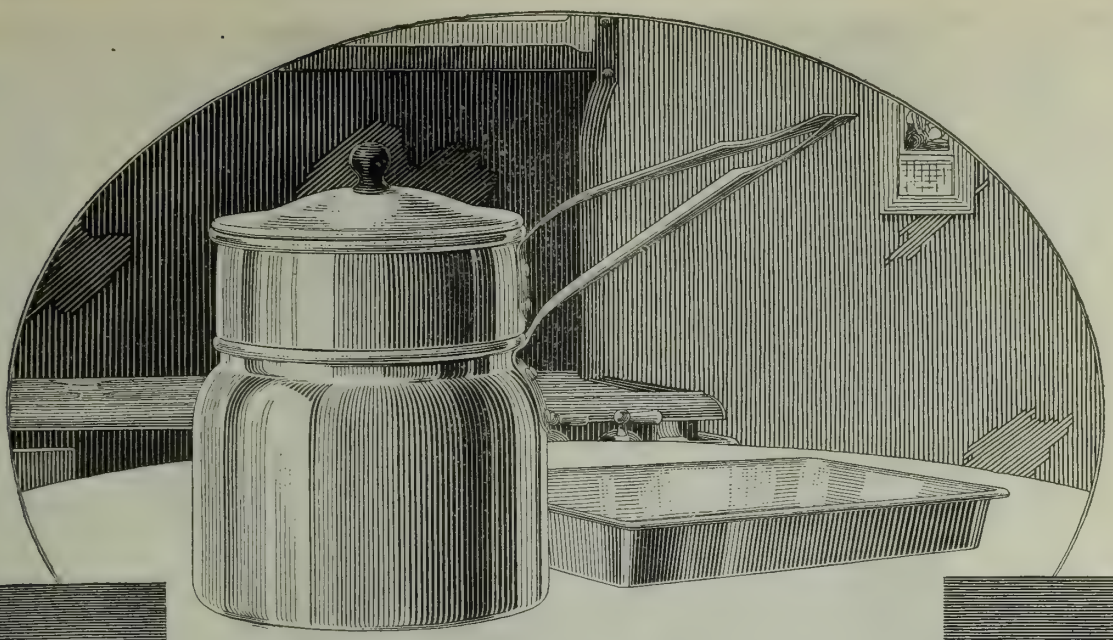
TORONTO—
Farmers' Magazine.
Globe.
Farmer's Sun.
Canadian Countryman.
Canadian Poultry Review.
Hardware and Metal.
Construction.
Contract Record.
Mail and Empire.
Saturday Night.

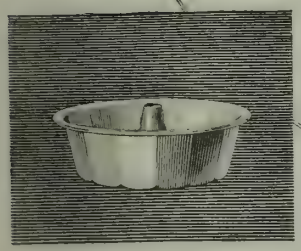
LONDON—
Farmer's Advocate.

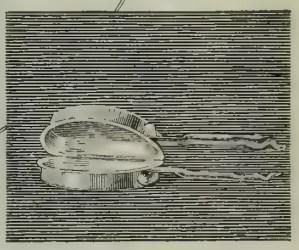
WINNIPEG—
Grain Growers' Guide.
Nor' West Farmer.
Farmer's Advocate.

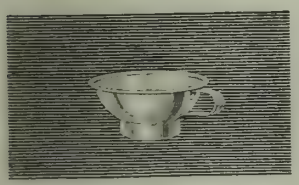
Frost Steel and Wire Co., Limited, Hamilton, Canada

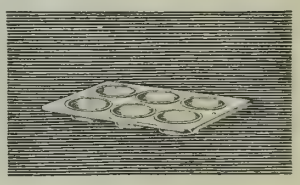
If interested, tear out this page and keep with letters to be answered.

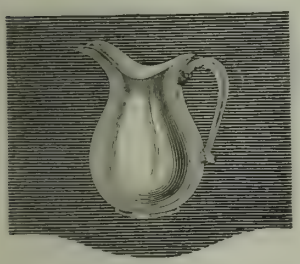


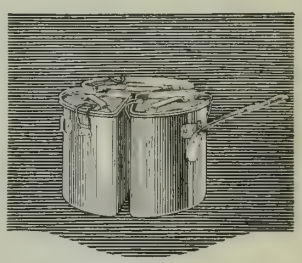












A·G·M·CO
VIKO
ALUMINUM

A Great Line to Handle

It is in the test of hard daily use that aluminum ware has proved its merit for cooking purposes. For not only does aluminum endure heat, but it is a tough and durable metal which can take a lot of punishment otherwise.

In modern kitchens aluminum utensils are coming more and more into use. They do not chip nor crack, and because of their long life are an economical purchase.

VIKO, The Popular Aluminum, is a great line to handle. It includes every kitchen need, and has a big trade-appeal in its popular price. Viko utensils are staunchly constructed, too, and embody the latest improvements in design. For full information about VIKO—

Ask Your Jobber

Aluminum Goods Manufacturing Co.

General Offices: Manitowoc, Wis., U. S. A.

Makers of Everything in Aluminum

VIKO

The Popular Aluminum

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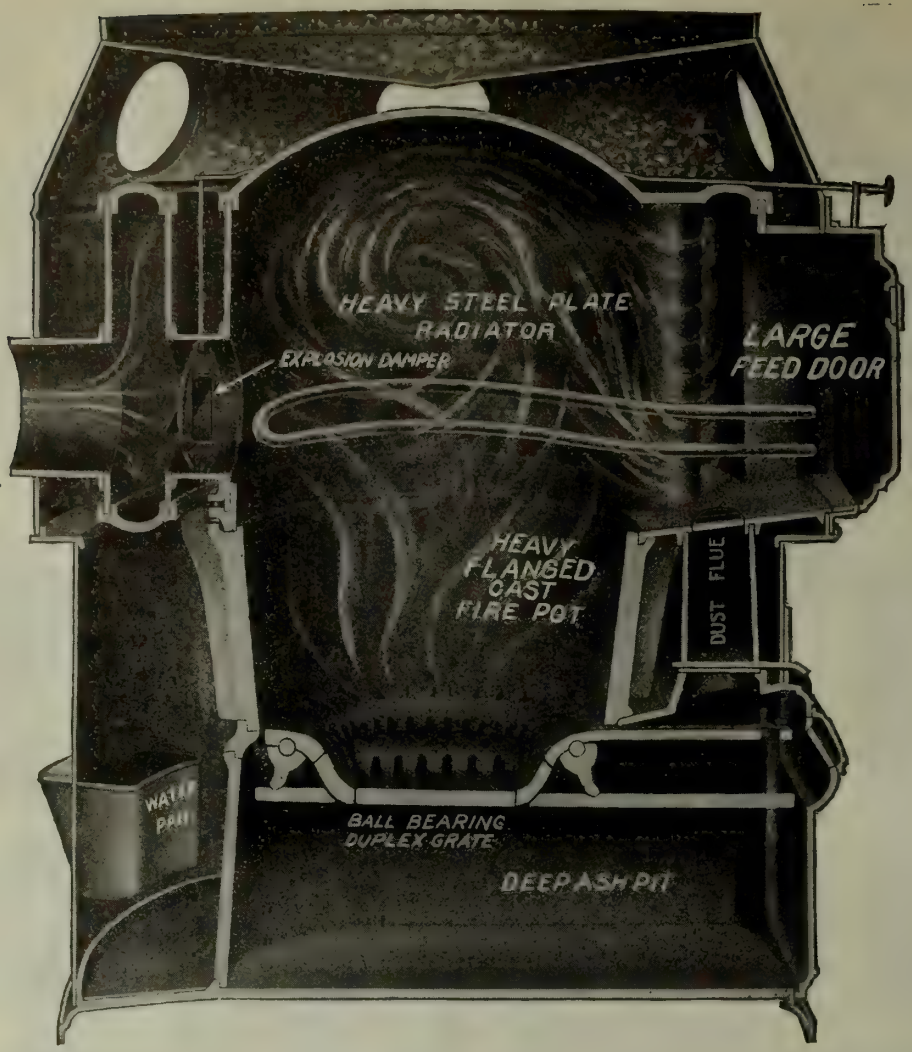

THE NEW IDEA
WARM AIR FURNACE

Fully Guaranteed **Burns Coal or Wood**

This Furnace is made with a one-piece, heavy flanged cast Fire Pot, which is guaranteed for five years, and ball-bearing duplex Grate. Will give more heat, with less Coal, than any other make of Furnace. You will have no difficulty selling The New Idea, as it has been giving **more** than satisfactory service for seventy-five years.

If you are interested in handling this Furnace in your town, write us at once for our attractive agency proposition.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives:

MR. W. CHESTER
Hamilton St., Vancouver, B.C.

MR. F. C. MOORE
143½ Higgins Ave., Winnipeg, Man.

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W

"Where there's a WILT—there's the Way"

HIGH SPEED AND CARBON TWIST DRILLS REAMERS AND MILLING CUTTERS

What Do You Say

—when a **Drill Customer** enters your store? Talking about the weather will never sell him. A mechanic must have facts. He knows the need of a good drill in his work. **WILT Twist Drill Facts** are concrete. They have a ring of truth and selling value to them. They answer the questions of the expert mechanic. They sell the goods, make sales and win prestige for the dealer.

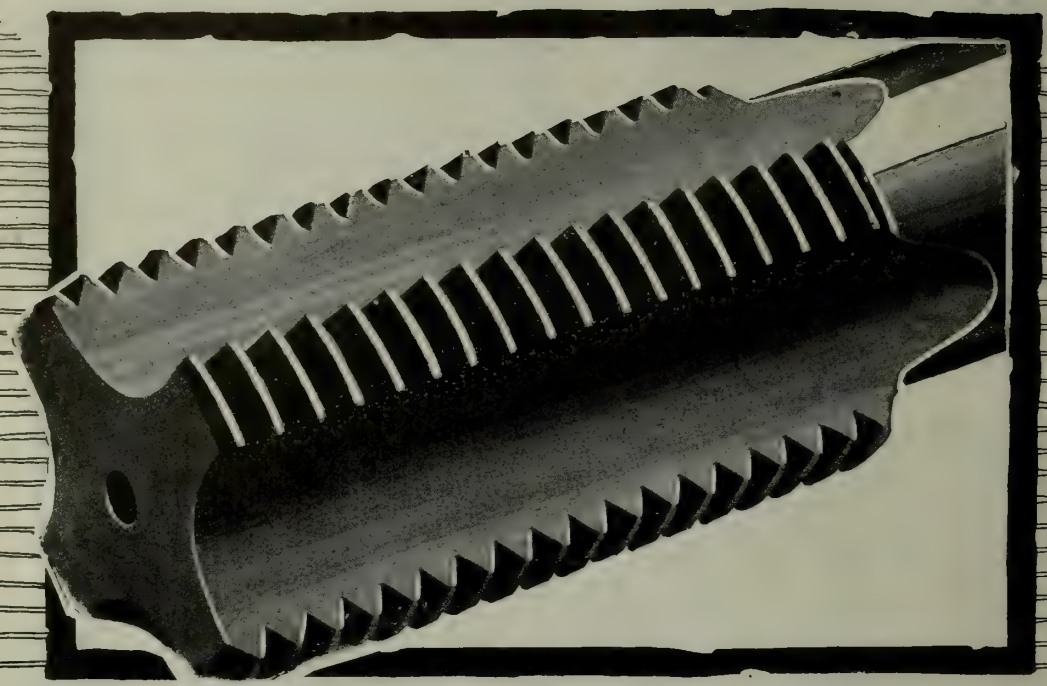
The years of satisfactory service that **WILT DRILLS** have been giving the trade has earned for them the title of "Quality Products."

The same reputation is back of **WILT Reamers and Milling Cutters.** You will find them as easy and profitable to sell. Armed with **WILT Facts** and a stock to back you up, you will be in a position to capture more worth while business. May we help you to do it? Write us now for full particulars on the selling value of **WILT Products.**

WILT TWIST DRILL COMPANY
OF CANADA, LIMITED WALKERVILLE, ONTARIO

Trade WILT Mark

BUTTERFIELD



Your Tool Department

is worthy of all the advantages you can give it. On the mechanical man—either tool-buyer or tool-user—the presence of Butterfield tools there creates a favorable impression at once. Butterfield Tools have that effect on all customers.

And Butterfield Thread Cutting Tools

as well as all the Butterfield Line, are proved and trusted helps in all mechanical work. They cut faster, last longer, help production and satisfy. That's why dealers find them good to sell.

Butterfield & Co., Division
Union Twist Drill Co.

Rock Island **Quebec**

FOREIGN REPRESENTATIVES: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R. A.

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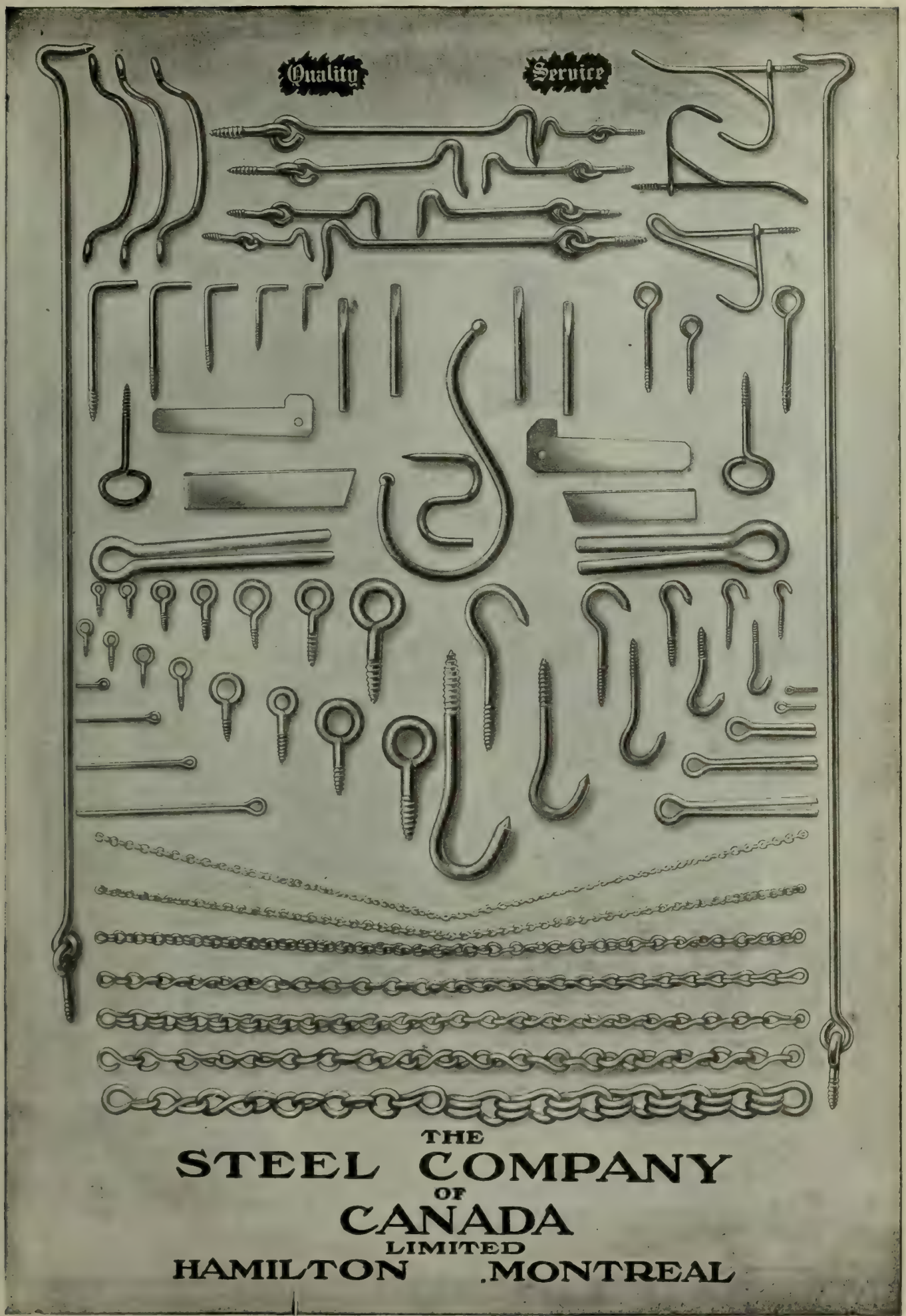

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Putting Welcome on His Door Mat

A DEALER called on the purchasing agent of a manufacturing concern in Connecticut the other day and showed him how he could save a thousand dollars a year on screw-cutting tools.

He got the order, made his profit and has since enlarged his GTD line, to anticipate the business he plans to get from other manufacturers in his territory.

He also moved his GTD stock down on the ground floor. "I'm going to have it where folks can see it," he said.

The right spirit—a good tip for live hardware dealers. You make money when you save money for others.

Get out of your store, once in a while, if only to shake hands. And give the GTD line a good front row seat. It's like putting welcome on your door mat.

Little Giant
WELLS BROS.
Company of Canada Ltd. Galt, Ontario
Canadian Plant of the Greenfield Tap & Die Corp
World's Largest Manufacturers of Screw Cutting Tools.

H & M 202

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

SEND—*for our No. 40 catalog (pocket size) and other information. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.*

WELLS BROS of Canada Galt, Ontario

Send your booklet on Acorn Dies and Holders and put our firm on your mailing list to receive information about your threading tools whenever issued.

Name of person _____

Firm _____

Address _____

_____

If interested, tear out this page and keep with letters to be answered.

ARMCO

Washing Machines that Last for Years

Washing machines, with all their sheet-metal parts made of heavily galvanized Armco Brand of American Ingot Iron, give the housewife the relief from scrubbing-board labor that she naturally desires—and length of service and freedom from repairs far beyond her expectations.

For Armco Brand of American Ingot Iron is made as pure and even as it is possible for iron to be. And a pure, even iron will always resist rust and the corroding influences of strong, alkali soaps; and it will take and hold a galvanizing coat better than ordinary metals. Armco Brand of American Ingot Iron and the galvanizing coat literally hook together, so that much greater durability than usual is assured, also the kind of galvanizing that won't peel, scale of flake off into the wash to the injury of delicate fabrics.

The washing-machine that offers both labor-saving and extraordinary lasting qualities is the machine to buy. Here is a list of manufacturers who make that kind of machine—each with the sheet-metal parts made of heavily galvanized Armco Brand of American Ingot Iron:

Altorfer Bros.
Peoria, Ill.
"A-B-C Super—Electric"

Brokaw-Eden Mfg. Co.
New York City, Alton, Ill.
"Eden"

Crystal Washing Machine Co.
Detroit, Michigan
"Crystal"

Federal Sign System
Chicago, Ill.
"Federal Electric Washer"

Universal Utilities Corp.
Alpena, Mich.
"Universal"

Geyser Electric Co.
Chicago, Ill.
"Geyser"

Getz Power Washing Co.
Morton, Ill.
"Getz"

Victor Manufacturing Co.
Leavenworth, Kan.
"Wonder Washer"

Rullman Vacuum Washed Co.
Omaha, Nebr.
"Rulman's New Vacuum Washer"

Apex Electrical Mfg. Co.
Cleveland, Ohio.
"Rotapex"

Dexter Co.
Fairfield, Iowa
"Dexter Cruiser"

Hogan-Spencer-Whitley Co., Inc.
Erie, Pa.
"Trojan"

Write them or us for full information

THE AMERICAN ROLLING MILL CO., Middletown, Ohio

AMERICAN TRADE MARK ARMCO REG. U.S. PAT. OFF. INGOT IRON

The trade-mark ARMCO carries the assurance that products bearing that mark are manufactured by The American Rolling Mill Company with the skill, intelligence and fidelity associated with its products, and hence can be depended upon to possess in the highest degree the merit claimed for them. The trade-mark ARMCO is registered in the U.S. Patent Office.

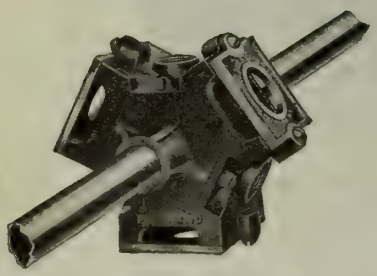
If interested, tear out this page and keep with letters to be answered.

"NYE" ADJUSTABLE STOCKS AND DIES FOR PIPE

Cut cleaner, quicker and easier; they work equally well on steel or wrought iron pipe, or Shelby tubing.

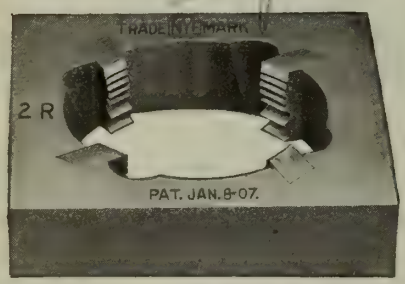
No. 2A	No. 2½ A	No. 3A
Cuts ¼ to 1-in.	Cuts ½ to 1¼-in.	Cuts 1¼ to 2-in. Pipe

"NYE" THREE-WAY DIE STOCK



holds ½, ¾ and 1 inch solid dies 2⅜ inches square.

The tool is a one-piece casting containing three die boxes and three bushings. "Nye's" celebrated solid dies like cut below included.



"NYE" Improved Skip-Tooth Dies. All mere wearing friction on these dies is done away with, by the simple rounded bottom skip tooth construction.

Sizes in stock : ½, ¾ and 1 inch.

Sold wholesale through

CAVERHILL, LEARMONT & CO.,
MONTREAL

If interested, tear out this page and keep with letters to be answered.

If interested, tear out this page and keep with letters to be answered.

Made with the Help Of

STARRETT HACK SAWS CUT QUICKER LAST LONGER — STARRETT TOOLS

For forty years wherever accuracy or precision has been essential to the quality of a product, machinists have used

Starrett Tools

42-50

Starrett Tools

If interested, tear out this page and keep with letters to be answered.

Story for Week Dated May 15, 1920. **Being No. 5 in the Series**

Eddy Matches Are Made In Washed Air

ONE of the wonders of the Eddy Plant is the air-washing process, which provides for the interior of the match factory in the sultriest days, a supply of air sweet and cool as that of an October morning.

Perfect matches cannot be made in any kind of air. The humidity has to be watched many times an hour, and the slightest change noted, for millions of matches depend for their efficiency upon the air conditions under which they are made.

For Eddy match-making, cool, dry, clean air kept just below 60° F. is insisted on, and as a result the atmosphere inside the match factory is deliciously refreshing. Here nimble-fingered girls keep pace with immense machines through which the matches march at the rate of seventy million a day.

Down below a 50-ton ice plant is cooling the air from outside, and every breath of that air is sent through a gloriously exhilarating spray bath. You can peep through a double glass window at the sprays in action. There are a hundred of them, each sending a perfect Niagara of finest ice-clear ice-cold water against the currents of air as they arrive from the pumps. The chill has the effect of squeezing the moisture out of the air, and gallons of the superfluous humidity go out with the dust and impurities which are washed out of the air before it passes on to the match factory.

In winter the process is reversed, and the cold outside air is washed and warmed to 60° F., so that for a really equable climate the proper place to go is to the E. B. Eddy Company's match factory, if you can get there. As a matter of fact you can find all varieties of "climate" from temperate to torrid amongst the various processes of making Eddy products, but Eddy matches are made in the most heavenly atmosphere of them all.

Eddy's Fire Pails

Sound, reliable pails of Indurated Fibre Ware, sure and safe when wanted; will not shrink, leak or fall apart.

Eddy's Wash Tubs

Are better than wood or metal. Made of Eddy's famous Indurated Fibre Ware, they hold the heat of hot water longer; cannot be dented or bent, and never leak, shrink or fall apart.

Eddy's Butter Tubs

of Indurated Fibre Ware are much in demand by rural trade. The Canadian farmer has never found anything to equal these convenient tubs for marketing butter. Odorless, clean, sanitary and durable.

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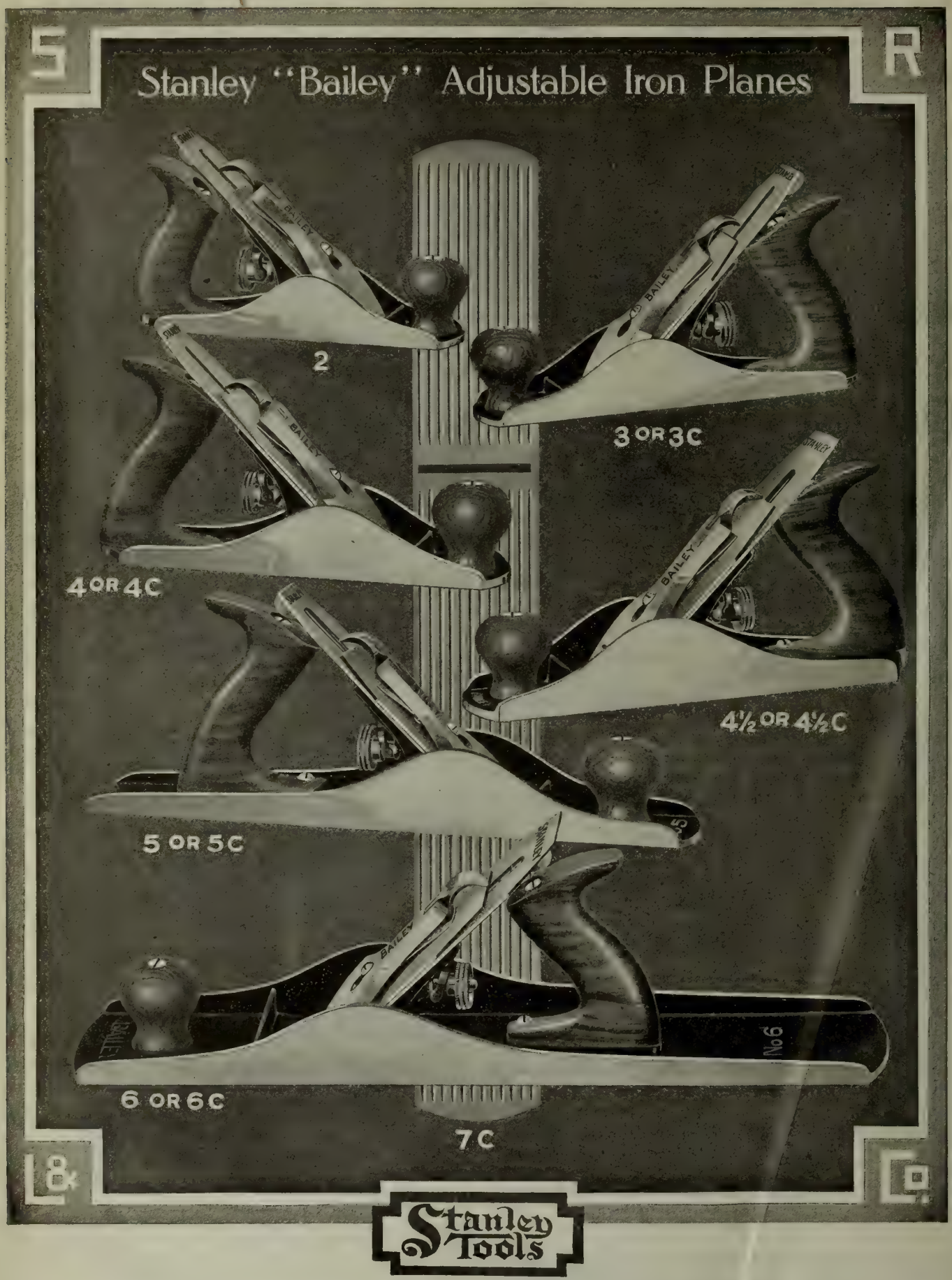

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HARDWARE DEALERS say PYREX is the most attractive line of merchandise they sell.

It needs no introduction to your women customers.

It sells of itself and brings a quick turnover.

PYREX is a magnet that never fails to attract the eye and the mind of the housekeeper.

PYREX

TRANSPARENT OVEN DISHES

Bake Everything Better

PYREX is nationally advertised.

PYREX is guaranteed.

The leading manufacturers of metal mountings have adopted PYREX for their standard insets.

Jobbers handling housewares have complete stocks of PYREX.

Genuine PYREX is guaranteed by the name stamped in every piece.

A booklet, "How to Sell More," will be posted to buyers and salespeople free on request.

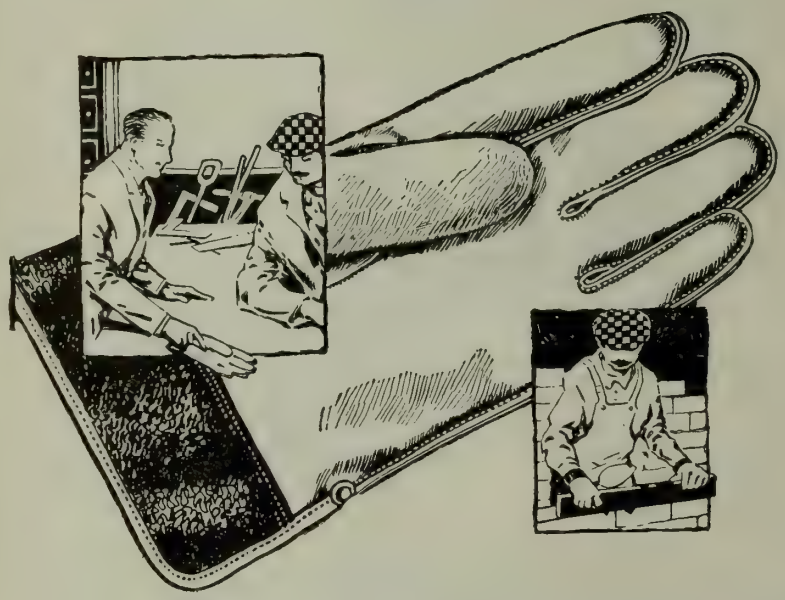
Pyrex Sales Division
CORNING GLASS WORKS
World's Largest Makers of Technical Glass
559 Tioga Avenue, Corning, N. Y.

If interested, tear out this page and keep with letters to be answered.

A Carhartt special in Gloves

for Hardware Men

For 20 days only or until June 15 next, we will accept orders for these special Carhartt Gloves at the following prices:



Lot 800—Full Split Gauntlet, $6.00 Doz.

Lot 801—Full Split Glove, Band Top, $5.75 Doz.

Lot 803—One Finger Full Split Mitten, Gauntlet Cuff, $5.75 Doz.

Lot 804—Full Split Mitten, Band Top, $5.75 Doz.

These gloves are well made and well finished in every way, of first-class stock, and of regular Carhartt Standard. Let us have your order now for what you may need. You'll save some money and much time, and avoid the necessity of paying higher prices later. Write or wire, or use the coupon.

Hamilton Carhartt Cotton Mills Limited

Toronto Montreal Vancouver Winnipeg

Manufacturers of Carhartt Overalls and Work Gloves, and Carhartt Alloyers for men and boys.

Please Send me at once .....

.....

.....

Name .....

Address .....

.....

If interested, tear out this page and keep with letters to be answered.

Decorative Burlaps for Walls

Double Sized and Oil Coated

Made in widths of 30, 36, 45, 54, 60, 72 and 90 inches

Standard Shades

Lengths of Rolls — 30 and 60 yards

Hardware Dealers

In going over their stock of builders' supplies should not overlook putting in a stock of our

Prepared Decorative Burlaps

There is bound to be a brisk demand for our BURLAPS wherever building is being done, and the dealer with a good stock on hand will reap the benefit of this trade.

Handled by All Leading Jobbers of Wall Papers, Paints, etc.

Manufactured by

Dominion Oilcloth & Linoleum Co., Limited

MONTREAL

If interested, tear out this page and keep with letters to be answered.

The "Seafoam"

Engine Drive Washing and Wringing Machine

FOR THE FARM

Wrings while it washes, washes while it wrings

The SEAFOAM can be driven by gas engine, windmill or electric motor. Both washing and wringing are done by power. The machine is simple, durable and trouble-proof, so that anyone in the home can operate it with absolute safety—all gears are covered.

The washer is of the dolly type, has tub of selected Cypress lumber and the reversible wringer is fitted with highest grade rubber rolls.

Dealers will find the Seafoam an unusually satisfactory seller, because of its established reputation and reasonable price. Descriptive folders on request.

DOWSWELL, LEES & CO., LIMITED

HAMILTON, CANADA

Makers of every type of Hand or Power Washing Machines of merit. Also ARROW BRAND Clothes Wringers

Western Representative:
HARRY F. MOULDEN & SON
WINNIPEG, MAN.

Eastern Representative:
JOHN R. ANDERSON
MONTREAL, QUE.

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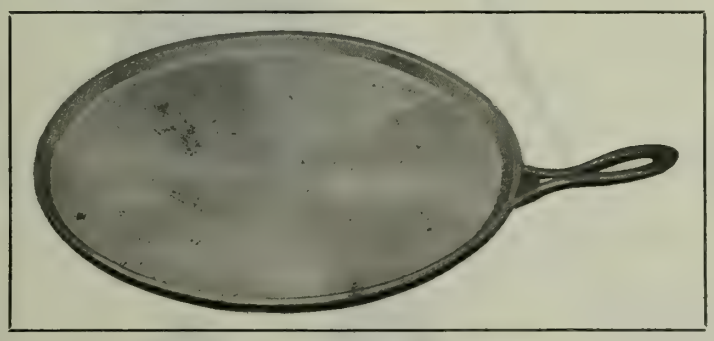
CANADA
FOUNDRIES & FORGINGS
LIMITED

THE WARE THAT WEARS
CAST G IRON



BETTER FINISHED IRONWARE THAN SMART'S IS NOT MADE

SEE YOUR JOBBER

JAMES SMART PLANT
BROCKVILLE, CANADA

SPEND YOUR DOLLAR IN CANADA AND SEE IT AGAIN!

If interested, tear out this page and keep with letters to be answered.

Hubbell Sockets are Sockets-plus

Because they express a "character job."

Hubbell sockets are made not simply to hold a lamp or a plug —they mean that permanent satisfaction which has no after-worries: no shaky shells, broken porcelains or weak mechanisms. A Hubbell Installation is a "job that stays put"—always the best recommendation for another job.

And their wide variety of styles and finishes meets any situation.

Get acquainted with the entire Hubbell Line by sending for our interesting Bulletin with price lists. It's yours by return mail.

T-1990

HARVEY HUBBELL COMPANY

OF CANADA LIMITED

ELECTRICAL SPECIALTIES

TORONTO CANADA

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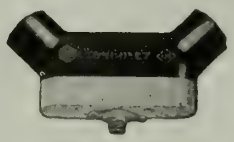
CONDULETS

Type U



Type UB

Type LL

Type LR

Type TB

Obround Condulets

THESE Condulets provide outlets in a conduit system as small and neat as requirements will permit. These Condulets are tapped with tapered thread, to fit standard conduits, which insures a rigid and permanent connection.

This construction eliminates the unsatisfactory connection made by lock nuts and bushings. The Condulets are made in all sizes from 3/8" to 6" inclusive.

Send for catalog.

CROUSE-HINDS COMPANY
OF CANADA, LIMITED
TORONTO CANADA

Condulets Panelboards
Knife Switches Floodlights
Guy Anchors

Type C

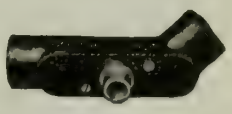
Type A

Type LB

Type LF

Type TR

Type LBB



Type LRB

Type B

Type CO

CROUSE-HINDS

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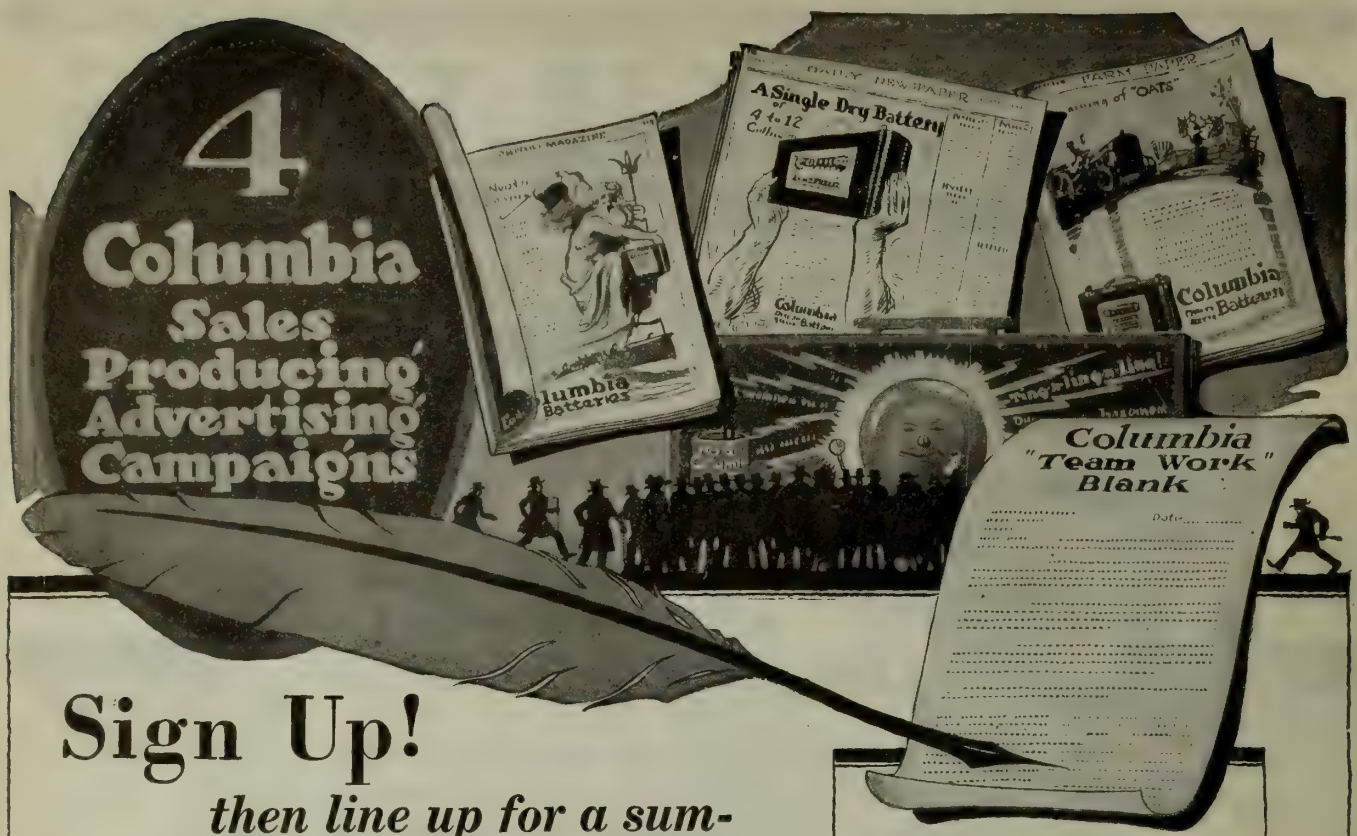


Sign Up!

then line up for a summer of battery profits

SIGNED up as a Columbia "Team Work" Dealer, you will be the center of a four-sided demand for Columbia "Hot Shot" and "Multiple" Batteries.

Our smashing Farm Power campaign to place Columbia Hot Shot Ignition on every Tractor and Stationary Farm Engine in Canada is running full blast. Also our great Motor Boat Campaign —a new Columbia Waterproof Multiple Battery for Ignition and Lighting on every Motor Boat.

May begins our sensational drive on Columbia Dry Batteries for Doorbells and Buzzers. With you lined up to handle the business, this drive will boost your Columbia No. 6 sales to a new level.

Your signed Columbia "Team Work" Blank secures for you advance information about each campaign; a wealth of tested sales-making helps; the Company's assistance in increasing your prestige as battery headquarters.

Magazines, Farm Papers, Billboards—Columbia advertising blankets the country as never before

Canadian Made for Canadian Trade

CANADIAN NATIONAL CARBON CO.
Limited
Toronto, Canada

124320

Write your Distributor today for a Columbia "Team Work" Blank

Sign it and send it back to start the ball rolling

If interested, tear out this page and keep with letters to be answered.

You Still Have a Little Time

ARE you in on this great sales-making contest? It runs from June 1 to August 1.

The public—(Six million and more of them!)—is up on its toes to rush to see the Contest picture in Daylo dealers' windows—and to go into dealers' stores for Contest Blanks.

You can still get this picture in your window, get the Contest Blanks and other fine sales helps that will triple and quadruple your Daylo sales during these two months and build a permanent Daylo business for you.

Don't lose a minute—every day you delay means sales lost. Send your jobber a wire or special delivery letter asking for a 1920 Team Work application and Contest materials.

CANADIAN NATIONAL CARBON COMPANY
Limited
Toronto, Ontario

If interested, tear out this page and keep with letters to be answered.

They Mean "Eddy's"

When a customer asks for "a box of matches" without specifying any particular brand, it is always safe to fill the order with Eddy's.

Ten chances to one such a customer has Eddy's in mind. To think of matches is to think of Eddy's—69 years match-making success have made the name Eddy the symbol of better matches to the Canadian public.

Always have Eddy's in stock for the sake of better sales and satisfied customers.

INDURATED FIBREWARE

is another popular Eddy line worth featuring. Light, durable and sanitary utensils for the Home—the Farm—anywhere. Try a display in your store and watch them sell.

The

E. B. Eddy Co., Limited

HULL, CANADA

"A Pad with a Pedigree"

Success in making a collar pad, soft, pliable, cushion-like, and long-wearing, was by no means a matter of chance.

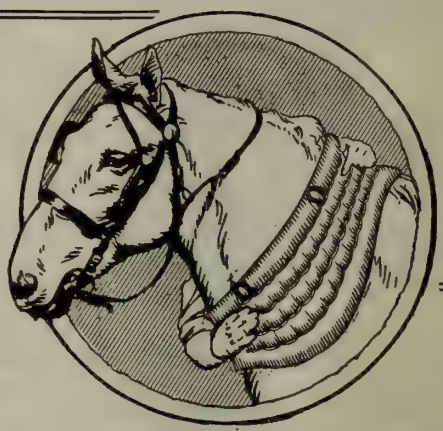
Careful study of the duties that a perfect collar pad must perform—and the very best methods of attaining this performance made

TAPATCO
REGISTERED TRADE MARK
BRAND
COLLAR PADS

leaders in the field.

They embody every desirable feature in pad construction and their constant use is real economy. 38 years making collar pads with an increase in sales year-after-year, is ample evidence that our pads have won the confidence of the market by constant and superior satisfaction.

Dealers find the quick turnover and liberal profit on these pads make them an ideal line to stock extensively.



Tapatco Stapling Device for attaching hooks gives a firm hold long after the fabric itself has become weakened by use.

TAPATCO GLOVES
A Double Sale

Merely suggesting a pair of TAPATCO GLOVES for heavy work of every description, when selling a TAPATCO COLLAR PAD often means a double sale. Gloves and Mitts are made of best grade cantons, Gauntlet, Knit Wrist and Band Top. Heavy, Medium or Light Weight. Also Leather Tip, Leather faced, Jersey Gloves and Mitts in Tan, Slate or Oxford.

THE AMERICAN PAD & TEXTILE CO. CHATHAM, ONT.

If interested, tear out this page and keep with letters to be answered.

To the man who doesn't care how it works, so long as it does the work

IF you are guided purely by precedent, when you select a steam trap, you will probably never know how good, how simple and how efficient a steam trap can be. Because there isn't a single thing about this 3-part Johns-Manville trap that in any way resembles the other kinds.

Four years ago the novelty of this trap appealed to everybody—now the efficiency of the trap itself has taken the place of its novelty features—because the trap brings results.

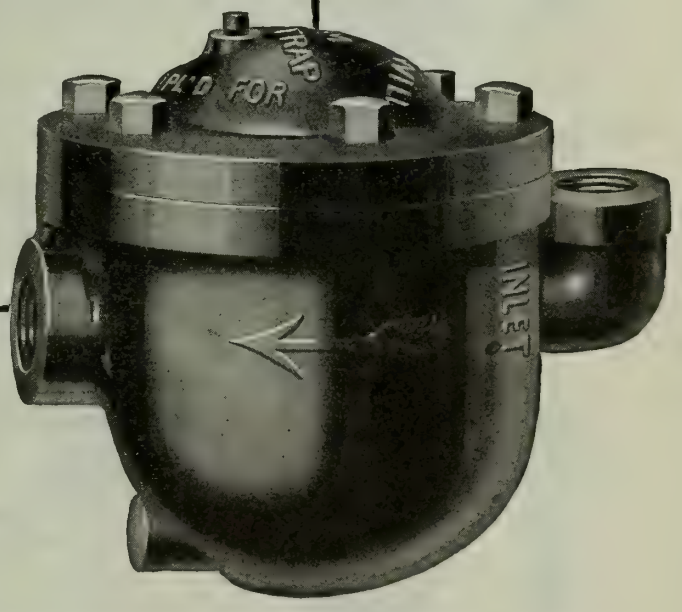
And now about results—The Johns-Manville Steam Trap discharges not only water of condensation, but air from any steam piping or apparatus, without the loss of steam. Size of pipe connections being equal, it has a greater capacity than any other trap of the same size that we have ever seen.

Year after year this trap has given and will give satisfaction to thousands of users to whom results are the only things that count.

Try out a Johns-Manville Steam Trap where you've been having trouble and watch it deliver the goods. Any of our branches will send the descriptive booklet and full information.

CANADIAN JOHNS-MANVILLE CO. LTD.

Toronto Montreal Winnipeg Vancouver
London Hamilton Ottawa



JOHNS MANVILLE SERVICE
COVERS THE CONTINENT

Through—

Asbestos

and its allied products

JOHNS-MANVILLE
Serves in Conservation

Heat Insulations, High Temperature Cements, Asbestos Roofings, Packings, Brake Linings, Fire Prevention Products

JOHNS-MANVILLE

POWER PLANT MATERIALS

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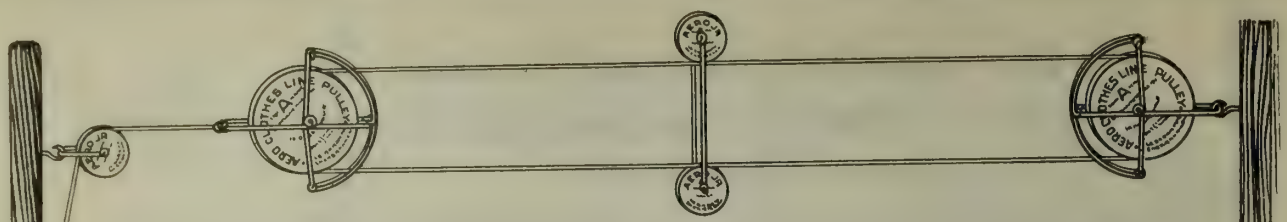


Possibly you have experienced the vexations caused by a constantly sagging clothes line and rusty, shrieking pulleys, which become obstructed either by knots or snow or ice.

Your customers will appreciate an effort on your part to relieve them of such troubles and incidentally it will be financially profitable for you.

AERO Clothes Line Pulleys manufactured of waterproofed hardwood are 6 inches diameter, with deep V-shaped groove, giving perfect friction to varying diameters of line, are self-lubricating, rustless, knot-passing and will run noiselessly under all weather conditions, and are guaranteed for ten years, if oiled annually.

The **Aero** method of installation as per above cut is a departure from common practice, but a glance at it will convince you of its practicability in securing a taut clothes line at all times without splicing the line itself. If desired, the line and pulleys may be taken in after use.

The Aero Line Support prevents sagging in the center when carrying heavy loads.

Your jobber probably has these in stock. If not, communicate with us direct or with our Western Agents—H. L. Perry Co., Ltd., Winnipeg, Man.

The Aero Manufacturing Co., Limited

Sherbrooke, - - - Quebec.

No. B1076

FLUSH BOLTS, No. B430
Sizes 6", 8", 10", 12"

JAMES CARTLAND & SON, LTD.

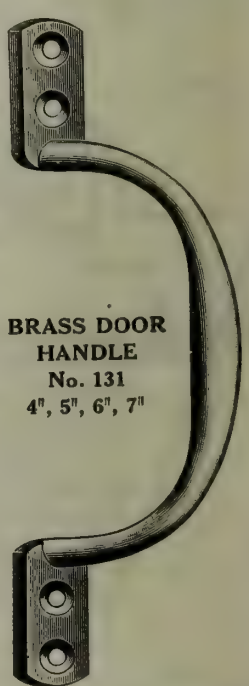
BIRMINGHAM, ENGLAND

CABIN HOOK No. 2005
Sizes 3", 4", 6", 8", 10," 12"

FRENCH WINDOW BOLTS,
MACHINE-MADE HINGES,
SOLID DRAWN SOCKET BOLTS,
FLOOR SPRINGS,
ETC., ETC.

Prices upon Request

HAT & COAT HOOK, No. B992



BRASS DOOR HANDLE
No. 131
4", 5", 6", 7"

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A PHENOMENAL SELLER

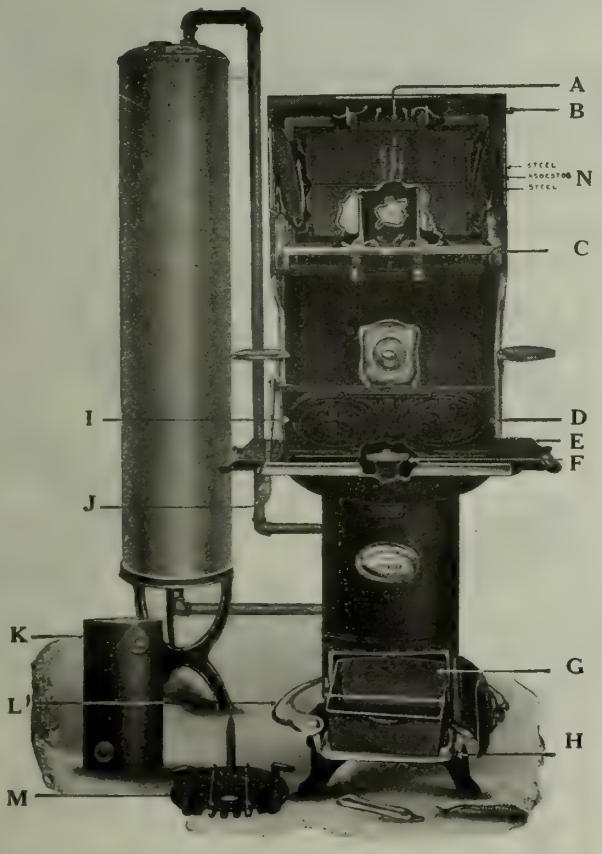
A Combination Home Device for Heating, Cooking and Baking

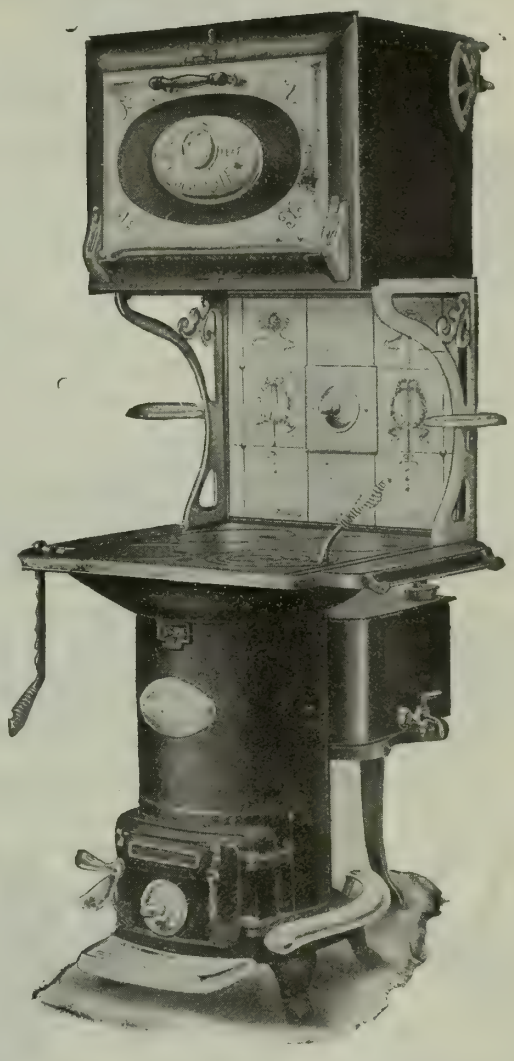
SECTIONAL VIEW OF COMPOSITE

Showing how the heat travels on five sides of the oven, giving remarkable baking powers.
Note these features as indicated below:

A. Adjustable damper gives correct heat for oven.
B. Ratchet damper handle can be set at desired point on dial.
C. Balanced drop oven door, double lined, with dead air space between equipped with oven thermometer, friction catch, and non-heating handle.
D. Strongly ribbed lids.
E. Removable side shelves.
F. Heat spreader gives even heat on all four lids.
G. Large ash pan.
H. Nickelled removable ash tray.
I. Sectional reducing lid.
J. Ratchet broiler lift holds up front section for broiling or fuelling.
K. Powerful water-section can be installed.
L. Nickelled foot rails.
M. Suspended wod grate for use in moderate weather.
N. Showing insulation of oven casing.

BRIEFLY:—
The Composite does work of Range and Heater, costs less, works faithfully and keeps out of the way in crowded kitchens.





THE COMPOSITE

An entirely new system of heating, cooking and baking. Thoroughly tested and guaranteed.
Satisfied users make the sales.
Great saver of floor space.
Burns coal or wood.
Economical in the use of fuel.

The Composite is a wonderful seller. Endorsed by thousands of satisfied users. Get the facts to-day. Write for book of testimonials telling of success. Thoroughly protected by patents and design registered—Manufactured only by

THE BEACH FOUNDRY CO., LIMITED

OTTAWA **CANADA**

Branches:

Winnipeg **Saskatoon** **Vancouver**

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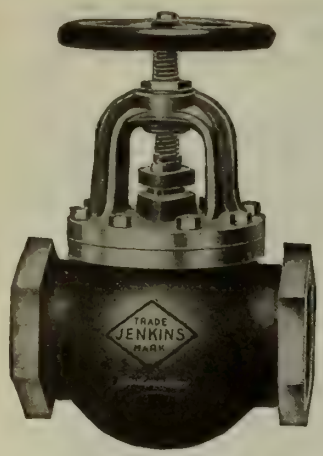

FIG. 141
JENKINS BROS.
Standard Pattern Iron Body Globe Valve Screwed with Yoke

For use under steam service there are no valves quite as satisfactory as

JENKINS BROS.
Globe and Angle Valves
Fitted with Jenkins' No. 119 Discs

The composition of the disc is very hard, but becomes tough and flexible in service when under steam pressure.

It shows remarkable freedom from cracking and flaking and unrivalled durability in working steam pressures up to 150 pounds.

Write for Catalogue No. 8

JENKINS BROS., Limited
103 St. Remi St. MONTREAL
6 Great Queen Street, Kingsway, London W.C. 2, England

Factory and Head Office of
JENKINS BROS., LIMITED
Montreal, Canada

VOL-PEEK

IT'S GUARANTEED

Vol-Peek is absolutely guaranteed to mend Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Recommend it to your customers. It's usefulness is readily apparent. It sells itself. 60% profit in it, too. Sold and advertised all over Canada.
Our attractive display stand on your counter will make sales for you. Contains 24 packages for $2.25. Order one to-day.

At your jobbers or direct.

H. NAGLE & COMPANY
(Owning and Operating Vol-Peek, Mfg. Co.)
Box 2024, MONTREAL - CANADA

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.
We manufacture —

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

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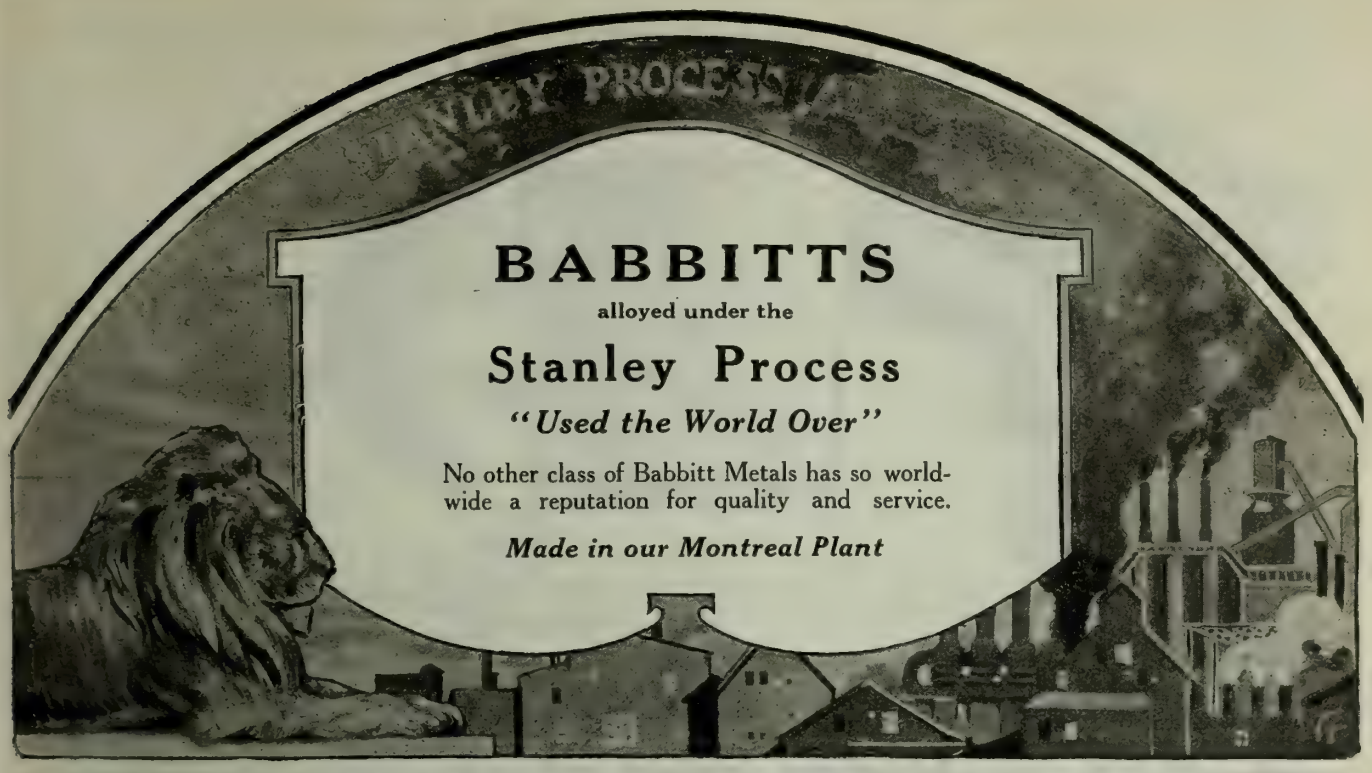

BRITISH SMELTING & REFINING Co. Limited.
Drummond Building Montreal.

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

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Every Target Means Sales of Dominion Ammunition

—not only sales of .22's, but future sales of larger calibre cartridges and shot shells. Each of the 7,000 boys who are members of Dominion Marksmen—boys who are doing their shooting under our direction—will be a sportsman in the course of a few years. He will use a rifle or shotgun. Sell him Dominion .22's to-day and he will be a buyer of heavier loads in the years to come.

Push your .22 sales. They are business-builders—a means to bigger sales and profits. Be sure you have the full line—short, long, and long rifle—smokeless, lesmok and black powder.

Order from your jobber to-day.

Dominion Cartridge Co., Limited

Head Office, Montreal

Halifax Toronto Sudbury Winnipeg Vancouver

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"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, MAY 15, 1920 No. 20

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GEO. D. DAVIS, *Manager.*

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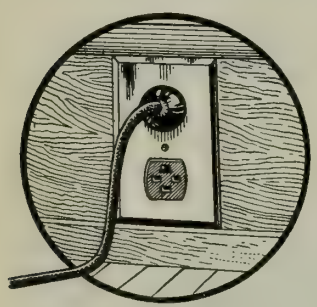
SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year. Invariably in advance.

A Stitch in Time

The Electric Sewing Machine actually saves more money than any other household appliance. Time and time again it has been proved that such articles as children's dresses can be made for less than half the price of ready-made goods. The



Canadian General Electric

Portable Electric Sewing Machine is "Made in Canada" especially for us by the White Sewing Machine Co. It is a small, compactly built, and thoroughly efficient appliance. Equipped with a motor attached to the seat of the arm, it may be used on either direct or alternating current. An electric sewing machine costs the consumer very little more than the ordinary type. Ask our nearest Sales Branch for full particulars.

"MADE IN CANADA"

Canadian General Electric Co., Limited

Head Office: - - Toronto

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, MAY 15, 1920 No. 20

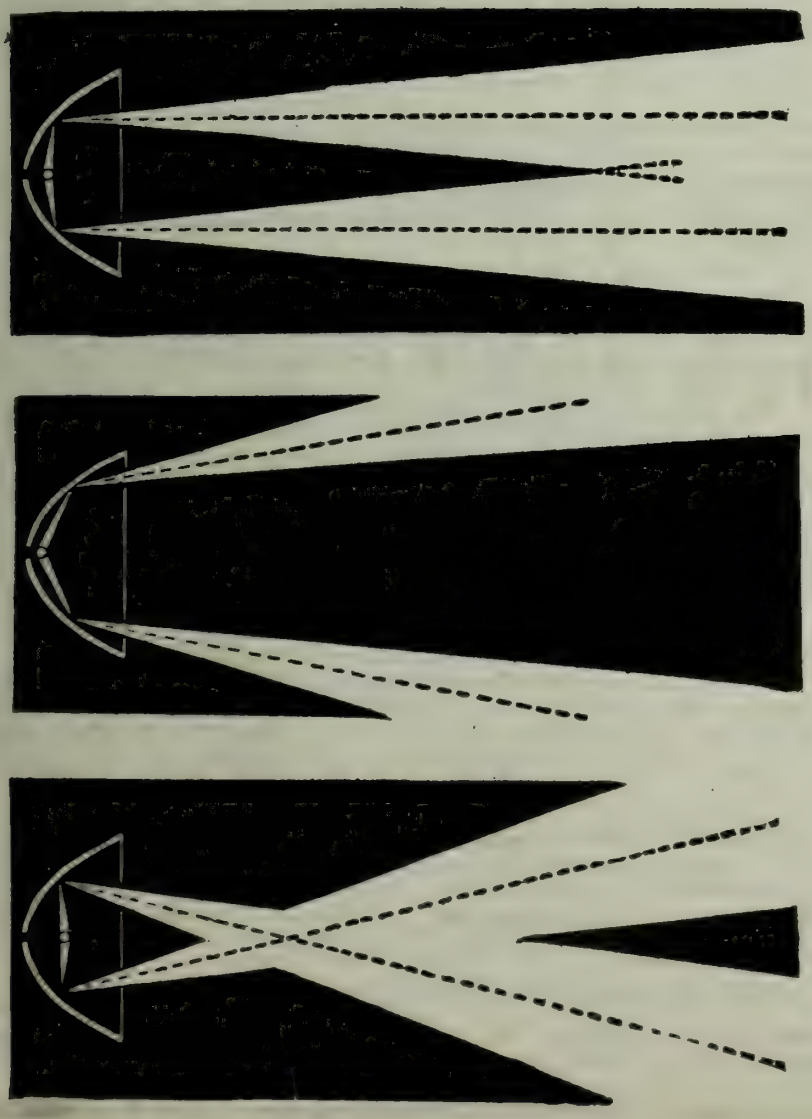
Requirements of Anti-Glare Headlight Law

Best Anti-glare Devices Will Not Comply With Law Unless Each is Properly Applied and Adjusted—Some Pointers the Dealer Should Have to Advise Customers—Wrong Application of Lenses Will Intensify Glare

THERE are two months before the motorists of Ontario will be compelled by law to comply with the requirements of the new anti-glare headlight law which will then require every motor vehicle to have its headlights equipped with anti-glare lenses or devices approved by the Department of Highways and to have them correctly adjusted so as to eliminate glare.

From now until such time as the law is enforced there will be much discussion as to what type of lenses or devices will comply with the law, and this is an interesting point to be considered.

In the first place it will be necessary for the motorist to exercise care in the adjustment of the particular device which he adopts in order that the rays of light projected will not rise above the authorized level. It is noteworthy in this connection that the application of any of the prismatic deflecting type of lenses upside down, intensifies the glare. Furthermore, when a new electric bulb is placed in the lamp the light should be refocussed because of the greater intensity of its light when new. The wrong application of devices known as the "cup" or "spoon" and the application of "visors" to the upper half of the lens when the bulb is behind the focal point are other mistakes which will not only reduce the illumination of the road but will violate the law. Manufacturers of such devices state that a great many of the complaints of the inefficiency of the devices is due to their misapplication or the misalignment of the reflectors or headlights themselves. The importance of correctly focussing the bulb is indicated by the fact that if the bulb is one-quarter of an inch out of focus, less than 4 per cent. of effective candlepower remains. The best devices manufactured require that the bulbs be correctly adjusted in order to secure the desired results, and therefore a few tips which the dealer can pass on to his customers who purchase lenses or other headlight devices will be of value at this time.



In order to make a light suitable for good illumination in a headlight it is necessary to gather the rays in the form of a beam. The two methods of doing this are first to use a lens which bends the rays passing through it, and the second is by means of a polished reflector which, because it utilizes more light rays, is the one most generally employed. Owing to the fact that lamp filaments have different lengths and thicknesses instead of obtaining parallel rays of light, every point on the surface of the reflector projects a cone of light, consequently the headlight beam is cone-shaped, and this is where most of the headlight trouble starts.

Bulb Must Be at Exact Focal Point

The extent to which these light beams spread in cone shape depends on the size of the light source and the location of the light source in front of the reflector. The most highly concentrated beam is obtained only if the lamp is placed ex-

actly at what is known as the focal point. The illustrations show what is meant; the first figure indicates the light source at the exact focal point and the beams projected are horizontal. In Figure 2 the light source is somewhat back of the focal point and the beams diverge; the top ones are so high as to fall into the face of approaching traffic and the lower ones are too depressed to illuminate the road for more than a short distance ahead. Figure 3 shows the light source in front of the focal point and the light rays cross each other and scatter.

Some headlights are equipped with focussing adjustment devices. This may be a simple ratchet back of the reflector enabling the moving of the bulb back or might be an adjustment which provides a knob or screw outside of the lamp casing for adjusting the light source. In cheaper grades of lamps it will be necessary to take the reflector out of the lamp and loosen the screw which holds the lamp socket in place, which will allow the moving of the bulb back and forth.

How to Test Headlight Devices

A simple way to find out if the headlight device is adjusted to comply with the law is to stand the car on level ground fifty feet from a vertical surface and then mark two crosses 42 inches from the ground and as far apart as the lamps on the car. The covers or lenses of the lamp should then be removed and the light trained on the two marks, the bulbs being adjusted until the smallest circle of clear light is centred on the crosses. If the light circle shows a black spot in the centre the bulb is too far back in the reflector and if the circle remains fuzzy, streaked or without sharply-defined edges, proper focus has not been obtained. The crosses will also allow the checking up of the lamps for alignment. When the lamps have been focussed the lenses should be replaced, and if they are correctly applied the light should be as nearly efficient as can be expected.

Practically every province in the Dominion is interested in the establishment of reasonable lighting standards for the guidance of motorists and the regulations to be enforced in Ontario are therefore of interest to all parts of the country.

New Suit Against U.S. Steel Corporation

A despatch from Washington says that a new suit against the United States Steel Corporation will be instituted by the government, it is expected in an effort to have new evidence presented bearing upon the charge of the Government that the United States Steel Corporation is an illegal combination in restraint of trade.

Report of Deputy Minister of Highways on Headlight Question

Department of Public Highways, Ontario.

To the Minister of Public Works and Highways.

Sir,—I have the honor to transmit for your consideration the accompanying report on Motor Vehicle Headlamps, to be published as an Appendix to the Annual Report of this Department. The report is the work of Mr. G. C. Parker, an Assistant Engineer of the Department, acting on instructions to fully investigate the matter of glaring headlamps.

The dazzling glare from motor vehicles is caused by the direct beams of light thrown from the reflector of the headlamp.

It has been very generally sought to overcome the blinding glare by the use of lenses or other devices which act in one of two ways:

(1) To control and deflect the direct reflected rays so that they will not ordinarily reach the eye of an approaching driver or pedestrian.

(2) To diffuse the reflected rays so that the brilliancy is reduced and is less offensive.

In the case of deflecting lenses, it is essential that the light be carefully adjusted to a proper focus; and in the case of diffusing lenses, the candle-power of the lamp should be restricted.

Lamps of excessively high candle power are in all cases productive of glare, and their use with or without special devices is an unnecessary interference with the rights of others on the public highway.

The Ontario Statutes contain a provision, which the Lieutenant-Governor in Council is authorized to bring into effect by proclamation. This provision, based on laws existing in several of the States, has been in part endorsed by several competent organizations, and provides that, "It shall be unlawful to carry on a motor vehicle any lighting device of over four candle-power, equipped with a reflector, unless the same shall be so designed, deflected or arranged that no portion of the beam of reflected light when measured seventy-five feet or more ahead of the lamp shall rise above forty-two inches from the level surface on which the vehicle stands."

A car owner may easily test the general condition of headlamps with clear lenses by standing the car, after nightfall, on level ground, and facing a plain wall or building, the car being seventy-five feet distant from the wall. The direct beams of reflected light, which are of a dazzling nature, are then indicated in a more or less clearly defined circle of strong illumination.

A special type of lens is not necessary to make the headlamp conform to the proposed law. A bare headlamp may be made to conform to the intention of the law by bending the supporting bracket downward until the direct beams of reflected light, as indicated by the circle of strong illumination, do not rise to a greater height than forty-two inches, at a distance of seventy-five feet from the car.

The enforcement of the proposed law presents technical difficulties. Mere observation will not fix a standard of glare which the courts could properly enforce. A testing floor with trained men using special light-measuring equipment would be necessary to procure evidence to convict. The present tentative adoption of the statute has drawn attention to the matter, however, and a large proportion of car owners, seeking to avoid the use of offensive lights, have procured lenses, and other devices which moderate the glare; so that the difficulty is largely curing itself, and the writer is of the opinion that no date should be fixed for bringing the statute into effect. Before this is done the law might be amended in certain particulars, so as to establish a standard of glare applicable to all types of headlamps and devices, and one which is readily applied.

A large number of devices for glare elimination were examined in the course of the investigation, all of which, it was found, could be so adjusted to meet the requirements of the proposed law. Their relative values, when properly focussed, or with necessarily restricted candle-power, were largely a matter of comparative driving light, necessary to the safety not only of the driver of a car, but to others using the highway. The devices examined were merely those submitted to the Department for this purpose, and numerous others not examined would, no doubt, prove of equal merit.

Were manufacturers and dealers in all cases to fit each car with a suitable type of headlamp and have the lights properly focussed and adjusted before the car is delivered to the purchaser, much of the difficulty would be overcome at its source. Manufacturers can render an important public service by dealing with the situation in this manner.

I have the honor to be, Sir, your obedient servant,

W. A. McLEAN,

Deputy Minister of Highways.

Hints on Seasonable Advertising

The reproduction of some sample advertisements herewith will give some idea of the lines being advertised by others in the trade in all parts of Canada, and will impart some ideas or suggestions which others may incorporate in their local advertising.

"DON'T BORROW LAWN TOOLS FROM YOUR NEIGHBORS," is the point in an ad. on lawn and grass tools by Consumers' Hardware & Supply Co., Lethbridge. "Our prices on garden tools, hoes, rakes, spades, forks, etc., will allow you to have a complete outfit of your own at a small outlay of money."

* * *

"COOKS THE FOOD BUT NOT THE COOK," says an ad. on oil cook stoves by John H. Lee, hardware, Oakville, Ont. "That tells the story in a nutshell of the benefits and results of using one of our oil cook stoves. Many makes of oil stoves have come and gone but this one goes on giving entire satisfaction to the owner and stays on the job."

* * *

Under the heading, "The Most Profitable Reading Matter," it goes on to say that such matter is found in the advertising pages of the daily, weekly and monthly publications. "History and Romance can only tell of how others lived. But advertising points out the way for you to live right by calling your attention to the necessities of present day requirements." The final appeal is made for the reader to look for the ad. next week.

* * *

"A GOOD WORKMAN IS KNOWN BY THE QUALITY OF THE TOOLS HE USES," says an ad. by Turnbull & Cutliffe Ltd., Brantford, Ont., advertising lines required by mechanics. It states that the stock is most complete and the product of high-class manufacturers whose aim is to provide the best. "The best is cheaper," it continues. "We invite inspection of our stock of carpenters, masons, plumbers, linemen, farming and garden hardware at best possible prices."

* * *

"A FRESH COAT," is the heading on a paint advertisement by McKelvey & Birch, Ltd., Kingston, dealing with a sale of limited stock. "Now is the time to give your house a coat of fresh paint or touch up the interior. We have only —— colors left so we would advise you to come and get your shade while we have it in stock. Owing to the high cost of Paints and Oils people will not feel inclined to paint but we have a price that will reach everybody."

Dufty's Got What You Need

for making the garden, house 'n-everything look spick and span

STEP LADDERS

Step Ladders, 4 ft. . $1.75
Step Ladders 5 ft. . . . $2.25
Step Ladders, 6 ft. . . . $2.50
Step Ladders, 7 ft. . . . $3.25
Step Ladders, 8 ft. . . . $4.00

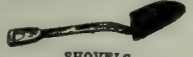
WATERING CANS

Sprinkling Cans for the hotbed . . 90c

Ferry's Garden Seeds.

ALABASTINE

Alabastine in 21 shades A package will cover about 400 square feet Per package 70c
Smoky City Cleaner for cleaning wallpaper. Fresco calsomine, painted walls Per tin . . 35c
Jap-a-Lac Varnish Stain for household finishes.
Quarter pints 30c
Half pints 56c
Pints $1.00
Quarts $1.85



SHOVELS

Shovels—Round or square mouth $2.00

RAKES

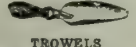
Garden Rakes 12-tooth . . 75c
Garden Rakes, 12-tooth, steel curved teeth . . . $1.35
Garden Rakes, 14-tooth, steel curved teeth . . . $1.50

FORKS

Garden Forks—D handle, strap ferrule, 4 tine $2.15
English Garden Forks—D handle, strap ferrule, 5 tine . . . $2.25
Spad $3.25

CURTAIN STRETCHERS

Curtain Stretchers $3.75



TROWELS

Garden Trowels each 15c and 25c
Children's Sets Rake, Shovel and Hoe Per set 25c

HOES

Garden Hoes, solid shank . 75c
Garden Hoes—One-piece head, riveted handle $1.00
Ladies' Garden Hoes 65c

WHATEVER YOU NEED, DUFTY HAS IT

JOHN DUFTY

1534 Albert Street Phone 3141

THE RED FRONT HARDWARE

SPRING WILL SOON BE HERE

Are you prepared for it? With the prolonged cold winter we have just passed through, it is but natural to expect a quick and early spring. We would advise all to anticipate their wants now, for two reasons:-- First, goods will not be any cheaper, and second, it may be difficul' to obtain them at all.

Below we mention a few of the large stock necessary Spring Goods we carry:

Sap Buckets & Spiles
Syrup Tins

Be sure and ask for sample tin of

Sherwillac

the very preparation that stains and varnishes at one operation.
For Floors, Furniture, Etc.

Paints

House, Floor, Porch Floor, Roof Paints, and all kinds of Varnishes and Hard Oil Finishes.
Auto and Buggy Enamel & Finishes.
Wagon and Implement Paint.

Colorite & Hat Brite
for renewing or coloring straw hats
Comes in all colors

Washing Machines
Patriot Waverly
Connor's Beaver Power
Connor's Dolly Electric

O'Cedar Mops & Oil
Liquid Veneer and Renuall Furniture Polish
Mops Mop Cloths Mop Wringers

Carpet Sweepers
Vacuum Cleaners
Vacuum Cleaner for Hire, $1.00 a day

The above are just a few of the lines we carry. If the particular article you require is not here, remember, that we are sure to have it in stock if you only ask far it.

We Have It, Can Get It, or It Isn't Made

Telephone 52

S. McIntyre Durham, Ont.

A Western ad. dealing with garden tools and seeds is headed, "Do It Now." "The abundant snowfall of the winter months points to the drought being well broken. The soil conditions are excellent and there is every prospect of a banner year. This district is going to take full advantage and if you are going to be in the band wagon get your order in early for field and garden seeds." The ad. is by Jackson Bros, Ltd., Pincher Creek, Alta.

* * *

An announcement by the Hunter Hardware Co., Wiarton, Ont., deals with the sale of bicycles, tires, tubes and sundries. "Many years of satisfactory service have proven the superiority of —— bicycles," it is headed. Full details as to the model and equipment are given, and prices are listed. Under the heading of bicycle sundries are listed the following: tire tape, pumps, saddles, lamps, mud guards, parcel carriers, patching cement and rubber, ball bearings, carbide.

* * *

Ladies of the community are invited to attend the display of wall-papers by the O. B. Henry & Co., Drayton, Ont., in a local announcement. Continuing it points out that the display will present the season's finest offerings in wall decorations and that many exquisite productions are included in the array.

* * *

"With the coming of spring there also comes the desire for newer and brighter things, both in one's life and the things we see about us," says an ad. by Jeffrey Hardware, Teeswater, Ont. "The trees will soon be putting on new foliage, the fields again will be green and the freshness is all about us. Springtime also brings with it the season of housecleaning and as you go about the house or barn you will see many old and worn-out articles that will need replacing. Some paint here and there will keep pace with nature, and when all is completed you will have the satisfaction of seeing everything in order for another season." The ad. deals with the sale of paints, fencing, kitchenware and oil stoves. Dealing with the latter line the ad. says: "The oil stove will give you heat just where and when you want it. This is the season of the year when an oil stove is needed most, after the coal heater has gone out. The radiant heat from one of these stoves will drive away the chill from a room in a few minutes."

GARDEN IMPLEMENTS

Real good stock and up-to-date, made of best material.

Save money by buying our Garden Implements, real good stock, and up-to-date, made of best material, and the best value.

Garden Hose, from	.50 to .75
Garden Rakes, from	.35 to .90
Garden Spades	$1.60
Garden Trowels, from	.25 to .65
Pruning Shears, from	.50 to $1.75
Pruning Saws, from	.75 to $1.00
Grass Shears, from	$1.25 to $2.50
Dung Forks	$1.80
Lawn Mowers, from	$7.50 to $10.00

Also Complete Lines of Garden Hose, from 10c a foot up.
Specialty: Seeds.

L. J. A. SURVEYER, Limited

52 ST. LAWRENCE BOULEVARD.

Hanbury Hardware Co., Brandon, Purchased by Wood, Vallance, Ltd.

Entire Wholesale Hardware Stock of Brandon Concern Taken Over—To Retain Chain of Retail Hardware Stores

MESSRS. Wood, Vallance Limited, wholesale hardware, automobile accessories, and sporting goods firm, of Winnipeg, have just completed a deal with the Hanbury Hardware Co., Ltd., of Brandon, whereby they purchase and take over the entire wholesale hardware stock belonging to that concern. The transfer is to occur at once.

Although the Hanbury Hardware Co. are discontinuing the wholesale business they retain their chain of retail hardware stores and lumber yards in different parts of Manitoba and Saskatchewan, which have been conducted under the name of the Manitoba Hardware & Lumber Co., Ltd.

Messrs. Wood, Vallance, Limited, do not intend to continue the Hanbury business at Brandon. They will remove a portion of the stock to Winnipeg, while the balance goes to Regina, where a large warehouse for the purpose of handling their wholesale trade in the territory tributary to that point is now in the course of construction.

The Regina branch warehouse is expected to be completed about the beginning of next July. The present house at Hamilton, Ontario, was established in the year 1849 and the firm there are now putting up a new warehouse embodying all the latest features of construction at a cost of approximately five hundred thousand dollars.

Variation in Metal Prices During The Past 20 Years

London, Eng.—An interesting and instructive chart has been compiled showing the prices on the first day of each month during the past 20 years (1900 to 1919, inclusive) of spelter, standard copper G. M. tin, soft lead without silver, and Scotch and Cleveland iron.

In 1914 spelter prices ranged from $180.06 to $104.02; in 1915 they touched $559.65, but were also as low as $136.26; in 1916 they ranged from $535.32 to $194.66; in 1917, from $284.69 to $206.83; in 1918, from $272.52 to $243.33, and in 1919, from $284.69 to $167.89—all per ton of 2,240 pounds. For standard copper, the highest price per ton occurred in 1916, namely, $744.57; in 1917 the maximum was $683.74; in 1918, $596.15, and in 1919, $581.55. In 1906 the highest price was $532.88, and in 1907, $545.05; the lowest maximum price, $277.39, as well as the lowest minimum, $219.60, occurred in 1902.

G. M. tin touched $1,941.73 per ton in 1918, and $1,677.72 in 1919, and was lowest at $474.48 in 1901. Soft lead reached its highest, $222.64 in 1919, and its lowest, $48.67, in 1902. Scotch iron prices are given in the chart from 1900 to 1903 and Cleveland iron thereafter; taking the two together the highest price per ton was recorded in 1919 at $38.93, and the lowest, $10.14 in 1904.

Merchants Protest Low Postal Rates

Dominion Executive of R.M.A., on Behalf of the Merchants of Canada, Make Representations to the Postmaster-General—Point Out That Public Money Enables Mail Order Houses to Deliver Goods

REPRESENTATIONS on behalf of the retail merchants of Canada have been made to the Honorable P. Blondin, Postmaster - General, Ottawa, by the officers and executive of the Dominion Board of the Retail Merchants' Association. Attention is drawn to the dissatisfaction and unrest that is felt among retail merchants generally, owing to the great development of a few mail order houses who, in the opinion of the Dominion executive, have become immensely wealthy by taking advantage of the low postal and railway rates at the expense of the general public, for the reason, it is pointed out, that they have been, and are using, public money to enable them to have their goods delivered in all parts of Canada, at what, it is considered, is a direct loss to the Government and against the best interests of the citizens and tax-payers of every municipality of Canada.

Making Canada Prosperous

It is urged that Canada can only become prosperous by having prosperous cities, towns and villages located in convenient parts so as to be of service to the agricultural community, and to those engaged in mining, fishing and other productive pursuits, as well as to serve all those who are engaged in all sorts of occupations and professions and who make up the civil life of the community.

As an association of retail merchants it is asserted that the occupation of the retail merchant is absolutely necessary, and that his services cannot be dispensed with. He therefore claims the same protection from the Government of Canada that is tendered to every other class.

Present Conditions

From facts the Dominion Board has been able to secure, it is claimed:

(1) That the contract made between the Postal Department of the Dominion Government and the railway companies of Canada for carrying mail matter, including parcel post, is much below the cost of carrying the same and consequently, now that a large part of the railway corporations have been taken over by the Government, the loss so sustained is coming directly out of the public treasury of Canada, to the detriment of the growth and development of the cities, towns and villages of Canada, and for the special advantage of a few mail order house proprietors.

(2) That, in the opinion of this board, if the proper cost for carrying parcels by mail was charged against the said parcel post, that the cost of postage stamps on letters would be greatly reduced.

(3) That, the present rates of wages and commissions that are being paid to the rural postmasters, mail carriers and postal clerks are not in proportion to the service they render, and as this large army of people is being underpaid they are suffering at the expense of the public of Canada, and the mail order houses are receiving the benefit to the detriment of the growth of the cities, towns and villages of Canada.

(4) That when the Post Office Act was amended creating zones of twenty miles radius, each increasing the cost of the mail service the further they proceeded from the point of mailing, it was understood at that time that this plan would be carried out in reference to mail order house catalogues as well as to all articles sent by parcel post. Since then, it is learned, that mail order houses send their catalogues by freight or express from their central warehouses to the central post office within the twenty mile zone, and from this point they are delivered, thus defeating the original proposal.

In conclusion the Postmaster-General is reminded that a resolution was passed at the last meeting of the Dominion board, requesting the Dominion executive officers of the association to interview the Postmaster-General on this important matter, and to request him, along with other members of the Dominion Cabinet, to appoint a special committee from the members of the House of Commons to hear evidence on this subject and investigate the same, and provide the necessary remedy.

British Retail Opinion of Canadian Hardware Imports

Representatives of Five Leading Retail Stores of London, Express Opinions of Canadian Hardware Lines—Trade Not as Big as It Could Be

IN its March issue the "Canadian Export Pioneer," published in London, concluded an interesting series of interviews with leading British buyers upon the quality and success of Canadian products in British markets. Representatives of the five greatest London departmental stores gave their opinions freely upon their Canadian purchases. The following concerns, buyers of many millions of Canadian manufactures yearly, were interviewed:

Army and Navy Stores.
Harrods.
Civil Service Co-operative Association.
William Whiteley, Limited.
Selfridges.

Almost the entire range of Canadian manufactured exports was covered by one firm or another, and the accompanying summary represents their opinion on imported lines of hardware, etc.

Hardware Future Good

A majority opinion agreed that Canadian trade under this head was by no means as large as it might be. Canadian articles were in good demand, and with the exception of lines of enamelware were entirely satisfactory. All the representatives could not say as much for Canadian selling methods, however, and Harrods and the Civil Service Co-operative Association mentioned illustrations of failures that cost trade. Harrods accepted a Canadian stove, and wished to place orders, but the Canadian agents failed them utterly and they were forced to give the same order to an American firm; the Civil Service stores ordered Canadian oil stoves at 44s. and before they arrived a competitor was buying the same stove at 37s. 6d. In both cases the product was preeminently desirable. Whiteleys considered that the cheap Canadian lines of enamelware and tinware failed in attractiveness, but believed that Canadian manufacturers could cut into the American market in many other hardware lines. The general impression was that the opportunities for the future were greater than present trade, and much of the discussion upon this department concerned the English desire for Canadian lines which are not at present supplied.

Enamelware and Tinware

An excellent demand exists in the Britsh Isles for enamelware, tinware, and aluminium ware, but the British market was rather critical of the Canadian product. Selfridges declared that

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EDITORIAL COMMENT

DEALERS SHOULD BE POSTED ON ANTI-GLARE LAW REQUIREMENTS

IN the sale of anti-glare headlight lenses and other devices, which will be active in the near future, owing to the enforcement in Ontario of such regulations, the dealer can be of great assistance to customers in posting them as to the requirements. It is not alone necessary for the automobile owner to purchase a set of headlight lenses and put them on his car, for manufacturers of the best devices require that the headlights and bulbs be correctly adjusted in order to secure best results from the use of their lenses. A lens applied upside down will intensify glare and a bulb not correctly adjusted to the correct focal point in front of the reflector will greatly impair the illumination of the headlight. On such points as these the dealer should be posted. A further outline of this subject with illustrations appears elsewhere in this issue.

THE OUTLOOK FOR IRON AND STEEL

SPEAKING of the outlook for iron and steel, John A. Topping, chairman of Republic Iron & Steel Co., told the convention of the American Iron and Steel and Heavy Hardware Association that high prices are likely to remain while the present condition of demand exceeding supply exists. In view of expected growth in the shipbuilding industry, in the production of motor vehicles, and in the construction of buildings, railway equipment, etc., Mr. Topping sees justification for his opinion that prices cannot decline. He agrees that high prices may somewhat curtail buying, but states that this will not be the case to the same extent as if iron and steel stood alone on the peak of high prices or if the character of the demand was of a less necessitous character. By comparison, he states iron and steel prices are not high when thus considered.

EFFORTS OF BRITISH AND U.S. INTERESTS TO SECURE OIL CONTROL

THE competitive efforts of British and United States interests to secure control of the world's oil supply is being watched with interest and in this connection the recent announcement that British interests have secured director control of the Shell Oil enterprise is significant, for it is stated that this step will also bring the Royal Dutch Company into line. If this is the case, these companies, along with other British interests, will give to Britain control of about three-fourths of the known oil areas of the world outside of the United States and Mexico. British interests are confident that through this control the United States will in ten years be partly dependent upon British supplies. Since 1861 the United States has produced two-thirds of the world's petroleum and now produces about 66 per cent. of the supply. The 1919 output was some 376,000,000 barrels, though consumption for that period was greater than the supply.

WILL BE A FORMIDABLE COMPETITOR OF U.S. STEEL CORPORATION

MUCH interesting comment is appearing in United States papers concerning the formation of the British Empire Steel Corporation, merging as it does a number of the leading Canadian industries. The fact that the new corporation presents a potential competitive factor of the United States Steel Corporation does not seem to be comprehended by people of the United States, according to opinion expressed through their papers, though some there are which give full credit to the possibilities lying before such an enterprise in securing a large portion of the world's steel business. Those expressing this opinion are cognizant of the fact that the Canadian project is backed by the interests of both Canada as a colony and also those of the British Empire. It is thought to be significant that while the United States Department of Justice is taking action against the United States Steel Corporation on the grounds of it being a combine, Canadian and British interests are inviting the utmost co-operation among steel, coal and iron ore interests to stimulate production. Securing, as it will, preferential treatment in the British markets of the world, the enterprise should soon be a formidable competitor of the United States Steel Corporation.

How to Preserve Window Trim Material

Valuable Aids Supplied by Manufacturers Are Often Neglected—A Monetary Loss to Both Manufacturer and Retailer—A Suggestion for Preserving Window Trims

Written for Hardware & Metal by G. O. White, The Sumner Co., Moncton, N. B.

IS IT because they cost us nothing, a lack of appreciation, pure carelessness or because a good way has not been figured out for preserving them, that so many merchants and window trimmers do not give the attention and take the care of the window trims, posters, cut-outs, etc., which some manufacturers furnish so freely but at no small expense to themselves?

A recent issue of an American paint publication in a short article under the heading "Who will solve the advertising waste problem?" quotes Luddington Patton, general chairman of the regional organizations of the paint and varnish industries, as saying that in his judgment fully 75 per cent. of the advertising matter sent to jobbers and retailers of paint by manufacturers is never distributed, and is therefore wasted.

It is not the writer's intention to go into the complex question of the general distribution of advertising matter, but to deal with one particular avenue of waste by which the manufacturer suffers through the carelessness of the retailer, and to point out to the merchant the advantage to himself of adopting a system for taking the proper care of window trims.

Manufacturers Should Use Mailing Lists

I have always been a believer in mailing lists as the best method by which the manufacturer can place literature in the hands of the trade. Jobbers will willingly furnish lists of the customers to whom they are selling and to whom they would like advertising matter sent. Where large packages of such literature are sent direct, it is often left around and eventually ends up in the discard. Manufacturers frequently flood dealers with display cards and circulars dealing with lines not handled by that particular dealer. The idea is to stimulate demand but the results obtained are naturally out of all proportion to the cost, in such cases. One circular sent with a personal letter announcing an "added line" or indicating the advantages of a certain line which the dealer has not formerly seen fit to stock, will certainly accomplish more. Then if an order is forthcoming it can be found out how much advertising matter will be required by that dealer.

Thousands of circulars for enclosure are sent out annually by manufacturers who have not any idea as to how many of them will be used. Apart from the use of mailing lists furnished by the jobbers it might help for the manufacturer to find out how much each dealer will distribute and confine the supply to that amount.

Window Trim Material is Valuable

There are few merchants who do not fully appreciate the value of their windows as an advertising medium. It is perhaps the best advertising factor they have, for it enables the display of the article itself, and the "art of suggestion" can be used in its most subtle form. Men, women, and children alike are attracted by pictures and bright colors, and so the cut-outs, posters, banners, etc., that the window trimmer uses, make their own special appeal. They are one of the best mediums through which the dealer can increase his business. But does the dealer appreciate and care for them as he should or does he figure that if he loses or destroys them that he can easily get more for the asking? I fear too often that the fact that the securing of these posters costs nothing in money and very little effort on the part of the dealer, led him to wastefulness not intentionally but thoughtlessly.

When a window trim reaches the dealer what does he do with it, providing he decides to make use of it at that time? Does he stand it in some corner out of the way where he will probably forget it, or is it left around till some box or keg is set on it and spoils its use. Or does he tie it up again carefully, label it and file it away safely where he can lay his hands on it at a moment's notice? And what does he do when he takes out a window? Does he sweep some of the trim out, put some of it here and some of it there, so that it will take half a day to again collect it?

File such literature away for future use. A file is easily constructed. It should be built high enough off the floor to escape the dirt, and should be large or small according to your special requirements. Make it four or five feet high and about the same depth, for some of the present trims are large. Place it wherever it is most convenient and make it strong enough so the top can be used for stock. Another plan would be to place the shelving above. Tag each parcel with the firm name and the particular goods which are illustrated. Five sections can be lettered according to the alphabet with one section for "specials." Following this plan will save time and trouble, will be another business system added to the business and will help to solve the wasted advertising matter problem.

AMENDMENTS TO GAME AND FISHERIES ACT DO NOT AFFECT FISHERMEN

Some discussion arose in the Ontario Legislature concerning the act to amend the Game and Fisheries Act, whereby certain restrictions hitherto applying to guides for hunters were applied also to fishers. Objections were made that a man could not go out for a day's fishing, hiring a boat, without seeing that the man he employed held a departmental certificate. A penalty attached for this line of action was struck out of the bill and restrictions on granting licenses for hunters' guides were not permitted to extend to the fishing industry or sport.

BRITISH RETAIL OPINION

(Continued from page 39.)

a satisfactory introduction of such lines could only be made through a study of British tastes. In enamelware, the Army and Navy stores did not handle Canadian goods because of its lack of the white interior finish so greatly desired by British housewives. Galvanized dustpans, baths and pails were in strong demand, and Whiteleys believed that such Canadian articles might be marketed. Cheapness, however, was the great essential in such lines.

Woodenware and Fibre Articles

One large Canadian concern has created an excellent impression for Canadian woodenware and fibreware upon the British market. Four of the firms interviewed expressed marked appreciation of the quality of the Canadian articles. Army and Navy stores have dropped all other manufacturers for their Canadian connections, and Selfridges considered many Canadian wooden articles to be the finest on the market. Harrods are importing large quantities of wood fibre pails direct from Canada, but believe that the Dominion will have difficulty in competing with Holland in the general run of woodenware, as the ocean freights are abnormal, and the Dutch article is excellent. The Civil Service stores consider the average of Canadian woodenware to be better than the corresponding British product.

Articles particularly in demand were tubs and pails, wash boards and pastry boards, rolling pins, clothes pins, and sleeve boards. In regard to brooms, the Canadian broom is excellent, but the British domestic is prejudiced against a flat broom, and the home manufacturers had specialized on brooms to a greater extent than the Canadians. Canadian stepladders were considered to be rather heavy and clumsy, but Army and Navy stores believe that Canadian fibre trunks would take on the British market.

THE CLERKS DEPARTMENT

WHAT'S YOUR SCORE?

CANADA FOUNDRIES & FORGINGS, LTD.

ON THE LEFT is a value placed upon each factor or quality which make a perfect score.

ON THE RIGHT---Just fill in your own self estimate.

Perfect Score		*My Score*
	LOYALTY	
20	Has every business act of mine been executed with the full belief that it was for the best interest of the firm? Do I realize that the firm's reputation is in my hands? Is my heart in my work?	
	PROMPTNESS	
5	Have I been at my place and assumed my duties promptly at the appointed hour? Do I put things off or do it "now"? Do I realize the importance of timely action?	
	AMBITION	
15	Am I doing my work the best way it could or should be done? Do I seek or avoid responsibility? Do I ever create new ideas or suggest improvements?	
	CONCENTRATION	
10	Do I keep my mind strictly on my work or am I wavering, intermittent and wasting time on hobbies? Do I realize the value of constancy?	
	ACCURACY	
15	How many of my mistakes do others have to correct? Do I appreciate the importance of accuracy?	
	SPEED	
5	Do I think and work quickly or do I hesitate and loiter? Do I use pluck, grit, and pep, or am I timid? Do I realize the possibilities of spare moments?	
	EXPERIENCE	
10	Have I been with this firm long enough to learn my work and have I mastered it? Am I continually bothering others for information about my work or am I giving them advice? Have I an objective in life or just working here?	
	NEATNESS	
10	Do I carry every detail through to its final logical conclusion? Am I careless of detail?	
	HEALTH	
10	Am I keeping myself physically fit or am I occasionally absent on account of sickness or other reasons? Who does my work when I am absent? Does it cause any friction or inconvenience?	
100% Perfect Score		***My Score***

THE Canada Foundries & Forgings Co., of Welland, are making use of this card in their plant. There is nothing compulsory or arbitrary in connection with the use of the card, but it is the intention to again send out another, say in six months' time, for purposes of comparison.

Almost every man, if he wished to be perfectly honest with himself, could make use of such a card. He need not be working for Canadian Foundries & Forgings. He might be working any place. All that is necessary is that he stand himself honestly up against a high enough standard and be candid:

.....

Sign here and keep for future comparison.

Justifies Freight Rates Increase

Information Supplied "Hardware and Metal" by D. B. Hanna, President of Canadian National Railways, Shows Relation Between Operating Costs and Revenue Which Justifies Higher Rates on Freight

As a result of endeavors to secure definite information as to the facts which justify increased freight rates, HARDWARE AND METAL has been provided with the following information dealing with operating costs, revenue, etc., by D. B. Hanna, president of the Canadian National Railways.

"In trying to establish when the high cost of living began to affect the operation of Canadian railways," says Mr. Hanna, "I came across the interesting fact that away back in 1875 the railways of Canada on the average got more for each ton of freight transported than they have received in any year since then, up to and including the year ended June 30, 1918, which is the last year for which the Government statistics for all Canadian lines are available.

"Beyond any doubt, the average distance the freight was hauled in 1875 was less than in 1918, as in 1875 there was no transcontinental line. Canada in all had 4,804 miles in 1875. The cost of running a train one mile was about 90 cents. We find that in 1875, on the average, a locomotive moved only 5,786 tons of freight and 5,296 passengers, whereas in 1906 the average locomotive moved 19,773 tons and 9,549 passengers. When this information is coupled with the facts that the average earnings per ton carried showed a decline, whereas the earnings per freight train mile showed a steady move upwards, a pretty good indication is obtained that the advances in methods of operating were also being carried on during this period.

"By 1907 the cost of running a train one mile had advanced to $1.249, or an increase of 57 per cent. over the average cost for the years 1890 to 1899 inclusive.

"From 1907 to 1918, in the face of the increases in the cost of labor and every known commodity the railways year by year, up to and including 1917, were able to practically offset increases in expenses by economies of operation, and with an average revenue per ton per mile that declined, were able to generally increase the net earnings per mile.

"A table showing the very low average return the railways got for moving a ton of freight one mile during the period from 1907 to 1918 indicates a decline from .815 in 1907 to .736 in 1918.

"During this period (1907 to 1918) the freight density, which is the term used for the number of tons hauled one mile per mile of line, increased from 518,485 tons in 1907 to 798,093 tons in 1918.

"A general idea of the magnitude of the railway development may be obtained from noting that the operating expenses of the railways increased from a total of $146,738,214 in 1907 to a total of $273,955,436 in 1918.

"Total operating expenses per mile of line increased by $2,425, viz.: from $4.621 to $7.046, or 52½ per cent. during that period.

"The average compensation of the individual railway employee increased from $473.50 in 1907 to $1,061.46 in 1918, or 124 per cent.

"The cost of fuel, which is the largest single item of material, increased from $2.69 to $5.17 per ton, or 92 per cent.

"It should here be pointed out that these increases in expenses do not include the very much heavier expenses which were laid on the railways in Canada in the latter half of 1918, and in the year 1919 by reason of adopting the McAdoo scale of wage increases.

"From 1907 to 1917 Canadian railways collectively were able generally to increase their net earnings per mile of line even though absorbing 14,982 miles of railway, but expenses mounted too rapidly to enable this to be done in 1918. For the year ended June 30, 1918, the total net earnings as compared with the previous year fell from $87,880,842 to $56,264,714, decreasing the net per mile from $2,276.46 to $1,447.17, due to an increase in operating expenses over 1917 of more than $51,000,000. Had the estimated value of the first freight (and passenger) increase for an entire year been added to the gross of 1917, it would have produced an increase of only about $28,000,000, showing how inadequate was the relief granted to the railways at that time. The estimates of the McAdoo Award increases and attendant expenses are in the neighborhood of $77,000,000 and against this the railways have been allowed the additional freight increase which was estimated to produce approximately $43,000,000, so that the two increases together fall short by about $57,000,000 of re-establishing the relation between gross and expenses that existed in the year ended June 30, 1917, and it must be remembered that, due to the falling off in traffic, the increased rates have not produced as much additional revenue as was estimated."

Decorated Parade Featured "Bicycle Week"

Ottawa.—A costume and decorated bicycle parade was held in connection with "bicycle week." The parade assembled at Cartier Square and the judging took place at 7.30 p.m., after which the cyclists toured the down-town streets. Fifty dollars in prizes were given for the decorated bicycle competitions and awards were made for the handsomest turnouts as well as the funniest outfits.

Arrangements were made to take care of a crowd of five hundred bicyclists. Handsome souvenirs were given to all riders who took part in the procession.

From "Meggendorfer Blaetter," Munich.

Somebody At Work

EVENTS IN THE TRADE

Business Changes

Montreal.—Ontario Hardware and Paint Store organization has been dissolved. The business is being continued under the same name by Jos. Veisov.

Fire Losses

Brantford, Ont.—The building occupied by the Buck Stove Works was badly gutted by fire recently.

Obituary

The death is announced of Mrs. Sarah Ann Vokes, mother of Miles Vokes and James Vokes, hardware merchant, of Toronto.

Hurled Through Window

Stratford.—B. F. Kastner, a well-known hardware merchant, was severely hurt when jammed into a store front by an automobile. He had left the car in gear, and when he cranked it, it ran away carrying him on the bumper. The store front was completely smashed, Mr. Kastner being thrown through the window.

To Erect New Factory

Joseph Rodgers & Son, Limited, Sheffield, England, propose to enter the stainless steel manufacturing field and are about to erect a factory, HARDWARE & METAL is informed, for the production of this steel, and the use of which has become popularized during the past few years.

Montreal Bicycle Parade

Montreal.—The annual bicycle parade of the Canadian Wheelmen's Association held at Montreal attracted some four hundred riders. The day was fine and this was responsible for such a wide interest.

A start was made from the new Cartier Monument on Fletcher's Field, and the entrants in this contest made a detour of the city, finally arriving at Lafontaine Park, where prizes were distributed. The contestants were led by two members of the Mounted Police Force, followed by judges in automobiles and a band.

Daylight Saving and Half Holidays

Sudbury, Ont.—The Town Council has adopted summer time from May 1 to September 30, and local stores will close at 12.30 p. m. every Thursday, commencing May 6th, and ending Thursday, August 26th.

Kitchener, Ont.—Local stores will observe Wednesday half-holiday on Wednesday afternoon during May, June, July, August and September.

Port Burwell, Ont.—Local stores will observe Wednesday afternoon as a half-holiday each week from May 19th to September 22nd, closing at 12.30 p.m.

The Barrett Company to Build

Announcement is made that The Barrett Company, Ltd., roofing manufacturers, will erect a $150,000 warehouse at the corner of Keating and Saulter Streets, Toronto.

Heavy Demand for Insecticides To Erect New Factory

Montreal.—Speaking with Royal Cluxton, manager of the Canada Paint Co., Ltd., manufacturers of insecticides, HARDWARE AND METAL was informed that the demands for insecticides this year are away ahead of anything yet developed in the Canadian trade in previous years. "We are very busy filling orders for these lines yet," said Mr. Cluxton, "that is, on insecticides wanted for this year's use. And there is also a considerable demand from Europe, where the supplies seem to be inadequate."

It appears that there has been a great demand from all sources this year, and, as stated in HARDWARE AND METAL on several occasions, the farmer, the back-lotter, and many others have come to look upon the use of insecticides as a necessity and a blessing. The demand for these will doubtless be greater each succeeding season, for it has been found better to spray freely than to suffer a drawn-out visit of the insect pests. Greatly-increased production has followed the use of proper sprays and insecticides.

Gathering of Hardware Dealers From All Over United States

As a part of the development of its new distribution plan, the Winchester Repeating Arms Co. announces a gathering of hardware dealers from all parts of the United States, at the main plant of the company in New Haven, Conn., the last week of June. This plan is said to be a thing without parallel in the history of hardware merchandising.

The Winchester Company is inviting every one of the thousands of retail hardware men who have accepted the opportunity of co-operating in the Winchester plan to go to New Haven for the largest convention of hardware men that has ever been held in the United States, which will also be the First National Convention of Winchester agents.

Waterloo Saves Daylight

Waterloo.—As the result of a canvass made by members of the town council among the employees in some of the factories of the town to ascertain their attitude on daylight saving, a large majority signed in favor of summer time.

Must Ship Goods Collect

Ottawa.—Canadian exporters will be obliged to ship freight to the U.S. charges "collect" as long as the Canadian railways refuse to accept prepayment of such charges.

The Canadian Railway Commission has issued an order dismissing for want of jurisdiction over the subject matter thereof, the complaints before the commission on March 6, in Toronto, and March 16 and 17 in Ottawa, by boards of trade of Toronto and Montreal, the Canadian Manufacturers' Association, and a score of Canadian exporters protesting against the action of Canadian railways in ordering their agents not to accept prepayment of freight charges to the U.S. on account of the adverse exchange situation.

The judgment of the railway commission, which will give the precise reasons for its dismissing the application of exporters, has not yet been handed down.

More Safety Razors From Canada to United Kingdom

London, England.—Figures of imports of hardware, hollowware and cutlery into the United Kingdom during March from Canada are now available.

The only article which shows a material expansion over the previous month is the safety razor, the imports of which in March totalled nearly 335,000 dozen, compared with 23,000 dozen in February. The increase is principally due to Canada having sent 235,600 dozen last month, compared with 2,360 dozen during February. The imports of hardware and hollowware generally show a decrease. The figures for wrought enamelled hollowware show a reduction of more than half compared with February, and those for enamelled cast hollowware have doubled.

Of hardware other than hollowware, the United Kingdom imported from Canada 612 cwt. valued at $10,335. Of wrought enamelled hollowware imports of 63 tons are recorded, having a value of $35,785.

Imports of safety raors from Canada to the extent of 235,698 dozen were made during the month, having a value of $197,125.

Big Steel Plant for Sydney

Sydney, N.S.—It is reported that construction would begin this year on a $50,000,000 steel plant, a $3,500.000 dry dock, a $1,000,000 ocean terminal, and an $800,000 hotel. The interests behind the project were not mentioned, but it is believed that the new enterprises will be one of the British Empire Steel Corporation's new projects in carrying out its plans for expansion.

A Phase of the Steel Plate Situation

Producing mills in the United States, upon which the Canadian trade so largely depends, have been unable to meet the orders that have been placed with them. The situation has been aggravated by the labor disturbances that came along unexpectedly, in part, and by other serious difficulties which arose overnight. This situation has meant a pushing forward of delivery dates for plates that had been promised early in the present year. Such deliveries could not be made because of enforced shut-downs. Then, when production was recommenced, it was but logical that orders would have to take their turn, and HARDWARE AND METAL is informed that the mills have been doing everything possible to take care of the trade dependent on them for their raw material. While not giving manufacturers all they asked for, the mills have, in many instances, HARDWARE AND METAL is advised, been supplying enough tonnage to enable such manufacturers to take care of the orders already in hand reasonably well. While delivery of placed orders has had to be advanced into the second and third, and even into the fourth quarter of 1920, it is expected that supplies will come along in a fair proportion, as related to the extent of orders now in hand.

GOOD SUPPLIES OF FIREARMS FROM ENGLAND

According to F. E. Fraser, of the Fraser Company, Montreal, who has just returned to Canada after a business visit to the Old Country, fairly adequate supplies of sporting rifles will be available for the Canadian trade this year. Already, Mr. Fraser states, shipments are coming to hand, and a weekly arrival of sporting rifles is looked for, so that the frequent arrival of these goods, very difficult to procure during the war, will serve to supply the Canadian hardware trade with supplies which they probably need more or less urgently.

There have been difficulties, of course, in the way of production. Labor demands made on the manufacturers in England have been many, and still the mechanics have been well paid. Manufacturers are not, Mr. Fraser states, expecting to make big returns on their investment in arms manufacture, not at the present time. Wage and tax demands prevent this. However, conditions are greatly improved over what they were a year ago, and there is a steadily big improvement. Shotgun manufacture and output will also increase in time.

Formidable Competitor of U.S. Steel Corp.

Thus Say U. S. Papers of the British Empire Steel Corporation—Significance of Merger Not Appreciated by U.S. Manufacturers—Will Have Leading Position in Race for World's Business

COMMENTING on the formation of the British Empire Steel Corporation and its effect on business in the United States, the "Daily Metal Reporter" says as follows:

"While considerable publicity attended the announcement of the formation of the giant steel, shipping and coal combine in Canada, it is doubtful if the significance of the merger is generally comprehended and that it presents a potential competitive factor to be considered by the manufacturers in this country. Although many months will elapse before this new combination will make itself felt in the steel markets of the world, it starts out with all the essential advantages to place it in a leading position in the race for world business."

"Amalgamation of the principal steel companies of Canada and allied metallurgical interests into a single corporation, with the open backing of both the Dominion and the Imperial Governments, calls attention to the difference of view of industrial combinations taken by the British Empire and the United States, assuming each to be truly expressed by their administrative policy," says the "Wall Street Journal."

"The Department of Justice invites the Supreme Court to stultify itself on the United States Steel decision. The British Government invites the steel, coal and iron ore interests of the empire to get together and stimulate production for all they are worth, to their own advantage and that of the empire.

"The Canadian project will go through, backed as it is by the political and financial interests of both the colony and the empire. It will possess vast natural resources of coal and iron ore advantageously placed at tidewater. The corporation will get preferential treatment in the vast British world markets. It will be a formidable competitor even of the great United States Steel Corporation. It may well be the greatest industrial organization in the British Empire. Besides raw materials, rail and water transportation, a nucleus of iron and steel manufacturing units and abundance of British capital, it will have British brains and British banking behind it, and they are making an impressive showing just now while Washington is merely talking.

"Great British ironmasters have no prejudices, and if they can manufacture to better advantage in Canada, producing slabs and billets cheaper from access to raw materials, they can look at the proposition with a vision as wide as this continent or the world itself. They are not afraid of $500,000,000 capital stock, nor of question-begging epithets like that of 'water' which may be, as it was in the case of the United States Steel Corporation, on the proved book value of its stocks, merely intelligently anticipated growth. The British bankers and manufacturers know that the stock exchange will attend to squeezing out the water if there is any. Under the excellent British corporation laws the investor will know exactly what he is buying, and will be trusted thereafter to blow his own nose."

DEATH OF DANIEL STERN

The death is announced of Daniel Stern, publisher and proprietor of "American Artisan and Hardware Record." Mr. Stern was stricken with illness while on a business trip and died at Alton, Illinois, on May 4th, being buried in Chicago three days later with full Masonic honors. A large number of friends and business associates grieve his death, as he was very popular among the trade. Born in Chicago on April 26, 1859, he showed early journalistic ability and throughout his subsequent career he was connected with a number of trade publications. His presence was always welcomed at trade banquets and conventions because he knew how to be helpful and instructive without being dull and prosy. He was a member of a number of lodges, the Hardware Club of Chicago, American Hardware Manufacturers' Association, Iowa Retail Hardware Association and others.

Decline in Output of Canadian Minerals

The preliminary report on the mineral production of Canada for 1919 shows the total estimated value of the metal and mineral production in 1919 was $173,075,913, which is less than the total value reached during any of the three preceding years. The production in 1918 was valued at $211,301,897.

The output and also the value of nickel shows heavy declines, 1919 production being 44,452,953 pounds, against 92,507,293 pounds in 1918.

Zinc showed little change, production for 1919 being 15,869 tons, against 17,541 tons in 1918. Both imports and exports of zinc showed a decline.

The 1918 production of copper was the highest recorded in Canada. That of 1919 is the lowest since 1911. Compared with 1918, copper production shows a decline of 36.7 per cent. in quantity and 52 per cent. in value.

Newsy Notes From Here and There

Toronto.—J. Henry, of J. Henry & Son, hardware merchants, Orono, Ont., was in Toronto this week on business.

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Winnipeg, Man.—C. C. Craig, manufacturers' agent, Winnipeg, has left on a trip to the coast and will be away until the end of June.

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Bowmanville, Ont.—W. H. Dunstan, hardware merchant of Bowmanville, has returned from California, where he spent the winter with his son.

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Sackville, N. B.—W. T. Fisher, president of the Enterprise Foundry Company, has recently been visiting the company's distributors in the West on his return from California where he spent the winter.

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Montreal.—F. E. Fraser, of the Fraser Company, returned last week from an extended business trip to the Old Country, where he visited the factories of his principals, Birmingham Small Arms Co., Ltd.; J. A. Darlow, of the All-Way Oiler Manufacturing Co., Toronto, was in Montreal this week.

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Montreal.—Colonel Robert Starke is away this week attending the Southern Hardware Jobbers' Convention in Atlantic City. Col. Starke represents the Canadian Wholesale Hardware Association, of which he is vice-president for 1920; Mr. Marks of Oneida Community, Ltd., Niagara Falls, called this week on the Montreal trade; John A. Fraser, sales manager Lewis Bros., Ltd., was last week in Ontario points, where he spent several days; J. Walker, of the James Walker Hardware Co., Montreal, was in New York during the week; Mr. Marshall of the Toronto Lock Manufacturing Co., Ltd., called on Montreal trade this week.

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Montreal.—H. P. Goodman, representing H. L. Goodman and Son, importers and exporters, London and Bristol. was in Montreal this week. Mr. Goodman is seeking hardware lines for export to Great Britain and also to India, and expects to visit various Canadian cities before returning.

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Montreal.—S. M. Ward, trade sales manager of the Canada Paint Co., Ltd., Montreal, is visiting Ontario points this week; George Henderson, president Brandram-Henderson, Ltd., and chairman of the Save the Surface committee, is in Toronto this week attending a convention there of the manufacturers and others interested in the campaign; W. E. Champagne has been appointed as sales representative for the Province of Quebec for the Canada Paint Co., Ltd. Mr. Champagne will make his headquarters at Levis.

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MONTREAL.—A. C. McQuaig, Montread manager of the Dominion Linseed Oil Co., Ltd., was a visitor this week to New York; W. S. McLennan, general sales manager Brandram-Henderson, Ltd., was in Ottawa during the week; E. W. Ward, recently appointed as assistant trade commissioner, has sailed via England, for Capetown; C. V. Johnston, of the office staff of Brandram-Henderson, Ltd., was last week a visitor to St. John, N. B.; Frank H. Smith, advertising manager Brandram-Henderson, Ltd., spent a few days last week in Ontario points; J. M. Shellenberger of Baeder and Adamson Co., was in Montreal this week.

Iron and Steel Prices Comparatively Low

Authority States High Prices Will Remain as Long as Demand Exceeds Supply—Europe's Production One-Third of Normal—Farmers' Exceeds Steel Consumed in City Skyscrapers Trade in Hardware, Nails, Fencing, etc.,

JOHN A. TOPPING, chairman of Republic Iron and Steel Co., speaking before the American Iron and Steel and Heavy Hardware Association at its convention in Philadelphia on "The Outlook for Iron and Steel," said, in his opinion, high prices will remain as long as demand exceeds supply and that a change from this condition for the iron and steel trade is not yet in sight. He said:

"In considering the present growing necessities of the world for iron and steel attention should be directed to the fact that the 'damming-up' process, through unsatisfied demand so strongly operative during the war, continues, production has not been speeded up to a point of full supply.

"Europe, which ordinarily was more than self-contained in its steel supplies, and had therefore a large surplus available for export, is at present unable to take care of its home requirements, because production is at the lowest ebb ever known. While reliable data is not obtainable, I think it safe to state that Europe's production at present is not in excess of one-third normal.

"Lack of comprehension or consideration, as to the gap between demand and supply is, perhaps, an explanation of the mistaken opinion heretofore held by a number in the steel trade, that prices must decline, as this gap still exists and may be widened, because (aside from a loss in shipbuilding) growth in all other directions seems probable.

"In shipbuilding the pre-war world's estimated annual construction was about 3,000,000 deadweight tons, as compared with the 1919 program of about 8,000,000 deadweight tons, and, as soon as the ship losses from war sinkings have been replaced, future requirements in steel for ships will, undoubtedly, drop back to repair necessities, and to new construction suggested by growth. As against a loss in steel tons for shipbuilding, of possibly 2,000,000 tons, growth is promised by increased requirements in the way of railroad equipment, it being estimated that the present shortage in railway car equipment will require not less than three years of full capacity of shop production, one authority estimating the car shortage at not less than 800,000 cars, to which must be added a large shortage in motive power and track facilities.

"Increased demand is also in sight from the makers of automobiles, trucks and tractors, as indicated by factory extensions now under way.

"That the magnitude of the farmer's business may be appreciated, I would state that good authority estimates the aggregate tonnage of iron and steel required to supply hardware, nails and fencing, used by the farmers, far exceeds the aggregate tonnage annually consumed of steel, in the construction of our city skyscrapers.

"Fear is felt in some quarters, while recognizing growing demands, that high prices will discourage purchasing, and to an extent this, undoubtedly, will be true, but not to the extent that would be the case if iron and steel stood alone on the peak of high prices, or if the character of demand was of a less necessitous character. Furthermore, as all values are relative, iron and steel prices, by comparison, are not high when thus considered; neither are they high as compared with costs, as evidenced by recent financial statements issued by important companies; furthermore, prices are not high, when measured by English or European rates, and are not high when measured by what iron and steel will buy in other commodities.

"If it be admitted that present prices are the effect and not the cause, then I think it may be concluded that high prices will remain, so long as present conditions continue, or until time has wrought the necessary economic changes favorable to liquidation and lower values. This change cannot be effected, in my opinion, until supply exceeds demand, and this condition for iron and steel is not yet in sight; in fact, there is every indication of continued shortage in supply, and of further depletion in stocks on hand."

Trade Inquiries

959. **Pig-iron and iron ores.**—A Glasgow firm are open for quotations for the above, and also for iron and steel scrap in handy pieces suitable for charging into steel and foundry furnaces.

961. **Black plates.**—A Japanese firm wish to receive quantities of No. 30 gauge black plates 35 by 72. Orders for considerable quantities can be placed.

962. **Plumbers' supplies** — A house in Naples is interested in importing the foregoing from Canada.

964. **Varnishes.**—A Turin house wish to buy in Canada the above.

890. **West African trade** — A Liverpool firm of West African merchants wish to be placed in touch with exporters of asbestos roofing, building materials, enamelware, iron bars, wire nails, locks, hinges, galvanized ware, shovels, tools, flour, etc., for direct export to West Africa.

891. **West African trade** — A Liverpool firm of West African merchants ask to be placed in touch with exporters of enamel and galvanized ware, building materials, wire nails, locks, hinges, all classes of hardware, and for direct export to West Africa.

892. **Nails and barbed wire**—A London firm desire to secure from Canadian manufacturers supplies of galvanized bright wire nails and barbed wire for shipment to India

893. **Malleable iron and steel castings, steel blooms, billets and bars.**—A Birmingham company wish to represent in the United Kingdom, Canadian manufacturers of malleable iron and steel castings, and also steel blooms, billets and bars.

895. **Motor cars and accessories.**—A Cape Town firm wish to get in touch with Canadian manufacturers of motor cars and accessories, with a view to taking up agency for same. Correspondence with full particulars requested.

896. **Hardware specialties**—A well-known South African firm of commission agents are in the market for a line of hardware specialties, enamelware, and stoves. Request correspondence with Canadian manufacturers interested in this industry.

897. **Hardware**—A London firm, possessing an established connection in the hardware trade, wish to obtain the representation of Canadian manufacturers of hardware lines.

898. **Hardware**—A Johannesburg firm of general commission agents wish to represent a Canadian hardware manufacturer, and request correspondence, together with catalogues and price lists.

907. **Window glass**—A Cape Province firm of picture framers and fine art dealers wish to obtain sheet-glass from Canada, and will be pleased to hear from any Canadian manufacturer interested as soon as possible.

Catalogs and Booklets

The Stanley Works, New Britain, Conn., have issued a very attractive catalogue dealing with the ball bearing butt hinges. The new catalogue is very nicely illustrated and contains 31 pages, some of which are devoted to description of the working parts, such as the non-rising loose pins and special features of the hinge with the ball bearing washers. Complete list of finishes with the different symbols that represent each is also shown. The above named firm will mail copies on request to readers of HARDWARE AND METAL.

The Plymouth Cordage Company, Welland, Ont., have issued a new general catalogue which contains 94 pages of well-illustrated reading matter. Cuts are profusely used and to good advantage showing testing operation, oil rooms, also other interesting cuts to illustrate the different articles: Many kinds of rope, fibres, clothes lines, tent rope, wheel and transmission, lath yarn, hydro rope, cable rope, binder twine, and other products of their manufacture. A table is also shown giving the approximate dimensions and cubic inches or cubic feet. The Plymouth Cordage Company will mail copies to readers of HARDWARE AND METAL upon request.

Hall & Pickles, 64 Port St., Manchester, England, have issued a very attractive catalogue treating on the manufacture of high-speed tool steels. The new book describes at some length the different processes of making high-speed steel, and contains various other valuable suggestions. There is also a department in the book devoted to instructions for treating, forging, hardening, and annealing, etc., of some of the different brands. There are also several charts showing sizes kept in stock and the different qualities, also equivalent temperatures, weight in pounds per lineal foot of round or square, flat, and other shapes, including a full code for different sizes and kinds, etc. A very interesting tempering chart showing the different colors for tempering many kinds of fine tools, as well as showing another chart of the different heat colors, is included. The manufacturers will mail a copy of this catalogue upon request to readers of HARDWARE AND METAL.

Stanley Rule and Level Company, New Britain, Conn., have issued a new catalogue, No. 120, listing a very complete line of their tools. The catalogue is well gotten out, and in many cases describes fully the construction of the different tools. Among the many lines shown are rules of many different kinds, levels and plumbs of iron and steel, wood, also pocket adjustable, as well as levels for special purposes. Try and mitre squares, angle tools and levels, gauges of many different kinds, steel squares, vises, braces, breast drills, planes, hammers of various kinds, screw drivers, tool sets, chisels, mitre boxes and many other lines of tools. Readers of HARDWARE AND METAL may have a copy from the manufacturers on request.

National Manufacturing Company, Sterling, Ill., have issued a new builders' hardware catalogue containing 112 pages. The new catalogue illustrates many lines of builders' hardware, such as barn door hangers of many kinds, also showing the rail or track, also garage door sets, foot and chain bolts, garage door holders, swinging door latches, also sliding door latches, of different varieties, barn door bumpers, stay rollers, hasps and staples, hinges, washers, corner irons and plates, cellar window sets, cabinet door sets, automatic cellar window sets, foot scrapers, screen and storm sash hangers, cupboard turns and sash locks, butt hinges, and many other kinds of hinges, as well as other lines of builders' hardware. Readers of HARDWARE AND METAL may have a copy from manufacturer on request.

Stove Shortage Likely This Fall

Unless there is relief from the present acute situation in raw materials there is every evidence that there will be difficulty, next fall, in meeting the needs of the trade for stoves and ranges. "The outlook is not promising and conditions are getting worse all the time," said a large Eastern stove maker this week to HARDWARE AND METAL. "We cannot get deliveries of raw material, and the mills will make no promises. They cannot and will not keep promises that they have made, for the switchmen's strike, particularly in the Pittsburgh district, has been prolonged and difficult.

"There has been difficulty, too, in getting coke," continued this manufacturer, "and some mills are already faced with having to close down. If it continues thus, we, too, will have to close. Then, in addition to this the fuel oil situation is getting bad. The refiner has promised us, for instance, a car of oil in a day or two, and then we may get another in two weeks. This will not be sufficient and we may have to close down if conditions do not improve."

Many U.S. Manufacturers to Establish in Canada

Quite an extensive influx of United States manufacturers is developing at the present time throughout Canada. Many manufacturers have definitely decided to locate in Canada, while others have this important matter under advisement and they may arrive at a decision in the near future. It appears that better labor conditions are responsible somewhat for these decisions.

Manufacturers are much interested in the general labor situation and it applies in Quebec province, where strikes are less numerous than they are in many parts of the American Union. Under the changing conditions in many parts of the world to-day the manufacturer must, of necessity, have as much assurance as possible that he will be able to operate his plants uninterrupted.

Of course, these firms desire, primarily, to establish in Canada in order to avoid paying heavy duty on manufactured goods coming into Canada, and in addition to this they desire to secure the benefit of the British trade preference on export to the British Empire.

Among the companies which are interested in establishing plants in Canada is that of the Thomas Edison Company of Orange, New Jersey. This firm may establish a branch in or near Montreal in the near future. If they do establish it is understood that their plant will be an extensive one.

The J. H. Ashdown Hardware Company, Winnipeg, Man., have just issued their new spring auto accessory catalogue. The new catalogue is very well illustrated, and contains 224 pages, showing a very complete line of auto accessories and requirements.

The above-named company state that these are now ready for distribution, and that they will send one on application to readers of HARDWARE AND METAL.

Bring the Farm Trade with

HOMESTEAD LIQUID RED

FOR BARN AND SILO

Homestead Liquid Red offers the farmer an ideal paint protection for valuable buildings, such as Barns and Silos.

A clean, vivid red—it combines good appearance with weather-resisting qualities that recommend it strongly to the farmer painter.

And the farming community knows Homestead Liquid Red. Intensive advertising in the leading Farm Journals and Magazines is convincing thousands of buyers that this C. P. product affords satisfactory paint protection at little cost.

This consumer publicity backed by the guaranteed quality of the Paint itself—is a splendid sales pulling combination to tie up with for the coming season.

If we are not already represented in your own town learn what it means to be a C. P. Dealer Agent. Postcard us for detailed particulars.

THE CANADA

Makers of the famous "Elephant"

MONTREAL TORONTO HALIFAX

to Your Store and

C. P.

INSECTICIDES

Another line to interest your farmer customers is C. P. Insecticides.

Every farmer knows what a serious menace the insect pest is to his fruit and vegetable crops.

C. P. Insecticides afford him an economical and effective means of combatting the insect pests. And here again our consumer advertising will help the C. P. dealer agent. For C. P. Insecticides are extensively advertised in Canada's most widely read Farm Journals reaching and influencing thousands of fruit and vegetable growers all over the Dominion.

Included in C.P. Insecticides are Arsenate of Lead (Dry and Paste) Arsenate of Lime (Kalcikill) Paris Green, Sprayide and Dry Lime Sulphur.

Your share of the Insecticide demand can be secured by means of the C. P. Agency. Write us to-day for full particulars.

PAINT CO., LIMITED

Brand "Genuine White Lead

WINNIPEG CALGARY VANCOUVER

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

Closet and Drain Cleaner

A new chemical compound for opening pipes, drains, etc., is being placed on the market by Allan J. Coleman, 208 N. Wabash Ave., Chicago, Ill. The manufacturer claims that his new preparation is the result of scientific research work and is compounded with the idea of removing stoppages from pipes, drains, or traps, which occur in such inconvenient places that make it difficult to reach by other methods. They claim that their preparation will thaw out frozen stacks and drain pipes, leaving them clear, cleaned, and unharmed, being a powerful heat producer, which will work effectively with cold water. The preparation is put up in one-pound packages, three dozen to a carton.

Pipe and Drain Opener

The above firm also manufacture a preparation for cleaning porcelain and vitreous closet bowls, urinals, traps, etc., and claim that as soon as this chemical touches the bowl it dissolves and immediately begins to decompose the incrustations and, after flushing, this bowl is kept clean and white.

Closet Bowl Cleaner.

They also state that this preparation will effectively remove stains without injury to the bowl or connections and eliminates the disagreeable task of scrubbing the bowl as well as killing unsanitary odors. This preparation is packed in a 24-ounce can, three dozen to the carton.

Combination Socket

The Bryant Electric Co., Bridgeport, Conn., are placing on the Canadian market through their distributing agents, the Northern Electric Co., Ltd., a new double duty socket with pull chain control. The manufacturers describe their socket as follows:

It is a pull chain extension socket with two Edison screw base outlets having a lower socket and a side socket. The lower socket, they state, will carry 250 watts at 250 volts and will take a standard shade holder without interfering with the use of the side socket. The side socket will carry 660 watts at 250 volts, and will take any standard Edison type screw plug. The current is always turned on in the side socket, while a pull chain controls the lower socket. When the socket is attached to rigid fixture, the lamp and shade on the lower socket will retain the same position as they would have if there were no side outlet.

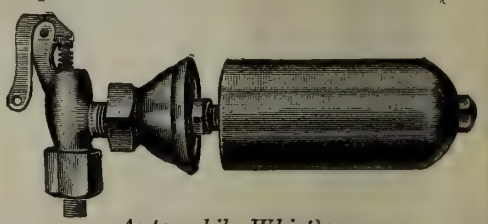
Combination Socket

Automobile Whistle

The Stiles Gillihland Mfg. Co., St. Louis, Mo., are offering to the Canadian trade their new adjustable explosion whistle, which they say is a perfect warning device which may be satisfactorily used for passenger cars, trucks, etc., on account of it being adjustable to any tone or pitch.

The manufacturers claim that this adjustable feature makes it possible to get the desired tone regardless of the compression power of the motor.

In most cases, they state, the device may be installed in place of a priming cup on the cylinder head, this, however, does not include the Ford cars, where it is necessary to install with a special adapter to be used in connection with regular spark plug, although an adapter is furnished with every whistle and either the half inch or seventh-eighth inch will be furnished as required. Another feature the manufacturers point out is the fact that it is unnecessary to drill any holes and practically no mechanical work is necessary to install, and once installed no attention is required.



Automobile Whistle

The device operates by a cord attached to the dash or steering wheel column, and on a slight pull of the cord a valve is opened and the compression is forced through the bell on the whistle.

Aero Cord Correction

The Aero Manufacturing Co., Ltd., Sherbrooke, Quebec, advise that in a new goods item which appeared in May 8 issue of HARDWARE AND METAL, their Aero brand cord was mentioned as clothes line cord. The manufacturers state that this is a general purpose cord which may be used satisfactorily for clothes lines. A typographical error also occurred, cord being spelled card.

Some Belgian Glass to Hand

HARDWARE AND METAL is informed that some box glass has arrived from Belgium, quantities arriving in Montreal last week. This will, in part, be trans shipped to Western points, it is understood, and other shipments may follow. The demands are increasing with the advancement of the active building season and there is likely to be an active demand for all arrivals immediately they are received. While the present difficulties continue regarding the movement of freight from the United States, it is likely that there the receipt of the Belgian glass will be most welcome.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

PRICES on hardware commodities continue to advance and many important hardware lines are affected this week. Ammunition has again been revised upwards. Silver flatware also has higher prices. Cast iron, hollowware, electric fans, clothes line pulleys and galvanized clothes line wire all have advanced in price.

Other lines that have higher quotations are: Vulcanizers and vulcanizing materials, plain wire, extras for repacking wire nails, padlocks and night latches, wrenches and screwdrivers, range boilers, handcuffs and leg irons, garden shears, emery, wood planes, repair chain links, cabinet clamps, saw sets, sisal and jute halters, ice tongs, curry combs, machinists' punches, hammers, etc., wax candles, children's sleds and wagons, revolvers, brushes, firepots and torches, cobbler sets, asbestos millboard, hack saw frames, trowels, stocks and dies, hat and coat hooks, post hole augers, surface hinges, iron handles, floor wax, cotton packing, sash and awning cord, golf clubs and fire backs.

The freight embargo on the United States railroads has been the means of tying up many industries and has held up shipments of nearly all hardware commodities, and jobbers state their warehouse stocks are becoming low and immediate relief is not looked for as it is believed that some time may elapse before the congested freight in nearly all shipping centres is straightened out.

The warmer weather of the past few days has stimulated the already heavy demand and jobbers state they are unable to secure sufficient supplies to completely fill their orders, although heavy shipments are being made. Collections are very satisfactory and money continues to circulate freely.

MONTREAL MARKETS

MONTREAL, May 13—Many prices are advanced again this week, and there is practically no downturn on any products. Vulcanizers and vulcanizing materials, patches, etc., have advanced. Plain wire and the extras for annealing have been moved higher. The extras have been revised upward for repacking wire nails in small packages. Padlocks are higher, as are also night latches. Clothesline pulleys have advanced and galvanized clothesline wire is higher in price. Wrenches and screwdrivers are marked up. Malleables are hard to procure and prices are high. Cartridges and loaded shells are costing more through discount revision. New high prices are effective on range boilers and copperware discounts are reduced, effecting an advance of about ten per cent. Handcuffs and leg irons are up. Garden shears are higher and new high levels have been reached for various grades of emery. Wood planes are revised upward. Repair chain links are advanced. Cabinet clamps are up again this week, though an advance was effected only last week. Cast cauldrons are higher as are also frying pans, saw sets and screwdrivers. Gasoline and coal oil are firm and may be advanced. Stoves are scarce and prices may have to be revised upward. Tin, lead and spelter are a bit easier. Trade in most lines has been satisfactorily active.

Vulcanizers and Gums on Higher Price Basis

Montreal.

VULCANIZERS, ETC.—Prices to the trade on Adamson line of vulcanizers, gums, brake shoes, etc., have advanced. The jobbing trade was recently advised of the change, and the new prices given as follows are effective as from May 15:

Vulcanizers—Model E, $1.75 each; Model M, $2; Model T, $3; Model U, $4; Model S, $20.

Repair Gum—¼ lb. rolls, 75c each; ½ lb. rolls, $1.50; 1-12 lb. Kit Rolls, per doz., $3; Quick Patch, can, 50c.

Brake Shoes for Fords—Unlined, with 4 springs, $1.30 pair; lined shoes, with 4 springs, $2.25 pair; Cut-outs for Fords, $2.25 each; Accelerators for Fords, $2.50 each; Anti-Rattler Springs for Fords, 50c pair.

Plain Wire Up 25c; Fencing Sales Heavy

Montreal.

WIRE FENCING.—The movement of made-up fencing is steadily active, and a healthy trade continues to be transacted. Manufacturers state that they have about as much enquiry for various lines as they can now satisfy, and there is no indication of declines in well-informed circles, although some have expected better conditions. Some raw material is said to have arrived from foreign sources. Base price on smooth steel wire is advanced 25 cents per 100 lbs. to $6, while annealing is now charged for at 15 cents over this basis.

These Prices Apply on the Following Locks

Montreal.

PADLOCKS.—Revised prices, of which mention has been generally made in HARDWARE AND METAL, are now available on Yale padlocks, and are as follows: No. 813, per doz., $21; No. 823, $23; No. 833, $26.40; No. 843, $29.50; No. 853, $32.50; No. 863, $41.50; No. 873, $72; No. 326, $14.50; No. 674J, $5.25, and No. 745V, $36.

Night Latch Prices Are Revised Upward

Montreal.

NIGHT LATCHES.—The price basis of various night latches of Yale and Towne manufacture has been advanced and the new quotations are: No. 26, per doen, $8.40; No. 33, $24.50; No. 34, $29.50; No. 37, $33; No. 042, $41.25; No. 042P, $51; No. 42, $44.50, and No. 44, $50.50.

Special Line Pulleys Have Been Advanced

Montreal.

CLOTHES LINE PULLEYS.—Prices have stiffened on "Aero" clothes line pulleys. The new price to the trade is $4.80 per dozen, this making quotations 80 cents a dozen higher than formerly.

Wrench Prices Have Been Marked Higher

Montreal.

WRENCHES.—While there have been many advances on various lines of wrenches, "Hawkeye" make have not been in the limelight for a while. These are now selling on an advanced basis of $7.50 per dozen.

Advanced Prices Out on English Floor Wax

Montreal.

FLOOR WAX.—Last week advices in HARDWARE AND METAL stated that an advance was effective for floor wax. Prices are now to hand on Old English make and are as follows: Case lots, per pound, 73 cents; less than case lots, per pound, 80 cents. This is a straight increase of 10 cents a pound.

Malleable Hard to Get; Many Prices Revised

Montreal.

MALLEABLES.—Jobbers report real difficulties in obtaining requisite supplies of straight malleable lines and also lines in which considerable malleable is used. Some lines have already been revised upward, including cobblers' sets, post hole augers, sash fasts, bench screws, common hat and coat hooks, etc., on which the increase averages ten per cent

Cartridge Discounts Are Revised Upward

Montreal.

CARTRIDGES.—Various lines of cartridges, loaded shells, etc., have been revised. This change applies to Dominion Cartridge Company's shells and cartridges and the new discounts are 30 per cent. and 20 per cent. from the lists recently issued.

Wire Clothes Lines Go to Advanced Basis

Montreal.

CLOTHES LINES.—New high prices are effective for wire clothes lines of the gavanized variety. Prices are as follows: No. 19 x 100 feet and over, per 1,000 feet, $6; 19 x 50 feet, $6.80; 18 x 100 feet, $6.90, and 18 x 50 feet, $7.55.

Range Boiler Prices Now Much Higher

Montreal.

RANGE BOILERS.—Stiff advances have been made for range boilers, and this is due, largely, to the scarcity of plate. The present revised quotations are as follows: 30-gal. Standard, each, $15; 30-gal. Heavy, $18 each. The market is firm.

Handcuffs Are Up; Leg Irons Advance

Montreal.

HANDCUFFS, LEG IRONS.—Prices higher on handcuffs and leg irons. The former are quoted at $6 per pair for polished, and at $6.50 per pair for nickel-plated. Leg irons are selling at $8.50 per pair for polished and at $9 for nickel-plated.

Garden Shear Prices Have Moved Upward

Montreal.

GARDEN SHEARS.—Quotations are moved higher on garden shears. The following net quotations will be of interest to the trade: No. 100 x 9, $23 per dozen; 101 x 9, $25.20; 104 x 9, $36; 105 x 9, $39.60; 106 x 9, $36; 107 x 4½, $19.80.

Emery of Various Grades is Higher

Montreal.

EMERY.—Prices on emery have advanced. The following quotations are made in jobbing circles and prices are per 100 pounds: In 10 lb. packages, Nos. 20 to 50, $9.50; 54 to 60, $10.50; 70 to 120, $10. Flour, $7.20. In 80 lb. barrels the comparative prices are: 20 to 50, $7.20; 54 to 60, $8.50; 70 to 120, $8, and flour, $5.75.

Ice Cream Freezers Are Now Very Active

Montreal.

ICE CREAM FREEZERS.—Prices are fully maintained on ice cream freezers, the basis being unchanged. Demands are said to be extremely heavy at this time and both staple and large sizes are selling freely.

Wood Plane Prices Record an Advance

Montreal.

WOOD PLANES. — "Monty" wood planes are changed in price, an advance being made effective. The advance is about 20 per cent. and prices are: No. 4, each, $1.55; No. 5, $1.60; No. 6, $1.70; No. 61, $1; No. 62, $1.10; No. 63, $1.15; No. 225, $2.10; No. 226, $2.20; No. 227, $2.30. Half rounds are also advanced: No. 6 H. R. are $1.75 per pair; No. 8, $1.75; No. 10, $1.80; No. 12, $1.80; No. 14, $1.90; No. 16, $2; No. 18, $2.10, and No. 20, $2.15.

A Second Advance For Cabinet Clamps

Montreal.

CABINET CLAMPS. — Prices are again revised for cabinet clamps, although a change was recorded in HARDWARE AND METAL only last week. No. 3 are priced now at $9 per doz.: per doz., $1.55; 5-16 in., $1.65; ⅜ in., $20.25; No. 8, $35; No. 10, $40.50, and 12 in., $52.50.

Missing Link Prices Have Moved Upward

Montreal.

MISSING LINKS.—Prices are revised upward on repair links of polished make and some of the new prices are: ¼ in., per doz., $1.5; 5-16 in., $1.65; ⅜ in., $1.75; 7-16 in., $2.10; ½ in., $2.30; ⅝ in., $2.80, and ¾ in., $4.80.

Molasses Gate Costs Are Revised Upward

Montreal.

MOLASSES GATES. — Prices are much higher on "Stebbins" molasses gates. No. 1 are quoted at $6.30 each; No. 2, $7.20; No. 3, $8.40; No. 4, $9, and No. 5, $10.

More Money Charged For Cast Cauldrons

Montreal.

CAULDRONS. — Prices are higher on cast cauldrons. These, with cover, are selling in the plain style at 8 in., $1.30; 9 in., $1.45; 10 in., $1.65; 11 in., $1.80; 12 in., $2.05; 13 in., $2.30; 14 in., $2.60; 15 in., $3.10, and 16 in., $3.30. The corresponding prices for the flanged pattern are as follows: 10 in., $1.65; 11 in., $2.05; 12 in., $2.40; 13 in., $2.60; 14 in., $2.90; 15 in., $3.45, and 16 in., $3.70.

Saw Sets Advanced; Screwdrivers; Fry Pans

Montreal.

VARIOUS LINES.—Advanced prices are effective for Whiting saw sets, $7.50 per dozen now being quoted. Pocket screwdrivers are also marked higher at $3 per dozen, the previous price being $2.78 per dozen. Cast iron fry pans are higher in price at 95 cents each for the No. 8 and $1.05 each for the No. 9.

Sheet Outlook Has Not Improved Any

Montreal.

SHEETS AND PLATES.—Prices have not lowered on sheets and the trade has had little or no encouragement regarding replenishment of stocks. The transportation problems are still acute, and supplies of sheets are daily growing smaller according to jobbers. The basis is distinctly a nominal one.

BLACK SHEETS—	
10 gauge	9 00
12 gauge	9 05
14 gauge	9 10
16 gauge	9 35
18-20 gauge	9 40
22-24 gauge	9 45
26 gauge	9 50
28 gauge	9 50
GALVANIZED SHEETS—	
U.S. Standard—	
10¾ gauge	12 50
28 gauge	12 10
26 gauge	10 75

22 and 24 gauge	....	11 55
20 gauge	....	11 55
18 gauge	....	11 55
16 gauge	....	10 25
English Standard—		
28 gauge	....	12 50
26 gauge	....	12 25
24 gauge	....	11 65
22 gauge	....	11 30
18 and 20 gauge	....	10 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Lead Products Are on Unchanged Basis

Montreal.

LEAD PRODUCTS.—Prices have been steady on lead products. Pig lead has been easier, and this may make some favorable change in the price of various products, but the cost of the manufactured products is kept high owing to labor costs. There is a fair amount of trading.

Lead pipe, per 100 lbs.	....	17 50
Lead waste, per 100 lbs.	....	18 50
Note.—Lead pipe is subject to a discount of 10%.		
Lead traps and bends		List plus 30%
Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 15
Lead sheets, 3 to 3½ lbs., sq. ft., lb	....	0 14¾
Do., 4 to 8 lbs., sq. ft.	....	0 13
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.		
Solder, guaranteed, lb.	....	0 45½
Solder, strictly, lb.	....	0 42½
Solder, strictly, commercial	....	0 39½
Solder, wiping, lb.	....	0 38
Solder wire (8 gauge)—		
40-60	....	0 42½
40-55	....	0 45½
50-50	....	0 48½
Zinc sheets, casks	....	0 17½
Do., broken lots	....	0 18

Rope and Cordage Are Actively Moving

Montreal.

ROPE AND CORDAGE.—While prices have been unchanged for some weeks, the market is quite steady, and sales are better. The opening of navigation has been a help in improving demand, and from the trade there has been a fair request of late. Pure manila basis is quoted 35½ cents, Beaver and British at 28 cents, and sisal at 22 cents.

Activity Expected on Old Materials

Montreal.

OLD MATERIAL.—While there has been little change over last week in the old metal list, activity is looked for. Enquiries from the dealers in the country, as to present buying prices, are more numerous, and as a result it is expected that shipment coming forward will be greater in the near future. The basis is steady and unchanged.

Dealers' Buying Prices—		
Old rubbers, boots and shoes	....	0 08¼
Overshoes, lumbermen's rubber boots	....	0 05½
Overshoes, etc. (trimmed)	0 05	0 06
Bicycle tires	0 02½	0 03
Automobile tires	0 03½	0 04
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 08	0 09
Scrap zinc	....	0 08
Lead, heavy	....	0 07¾
Lead, tea	....	0 03½
Light copper	....	14 50
Heavy copper	....	18 00
Wrought iron, No. 1, per gr. ton	....	18 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	16 00
Stove plate, per ton	....	14 00
Heavy melting steel	....	22 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00
Machinery, cast (ton)	40 00	42 00

"Extras" Advanced on Nails and Boxing

Montreal.

NAILS.—The only change of the week is one for coating and bluing. A charge of 35 cents extra over base is now charged for this, the former charge being 25 cents. For packing in 25 and 50 pound boxes the extra charge is $1 per cwt. extra instead of 50 cents, while in 10-lb. lots the differential is $1.50 over the base keg price. These rules apply for staples. Wire nails, while firm, are unchanged at $5.85 per keg, with cut basis holding still at $6.35.

AXES—The scarcity of iron and steel is developing a situation where nearly all commodities using iron or steel as a basic material are being revised upwards as a result. An important hardware commodity to be affected this week is chopping axes, single and double bits of all kinds, also boys' and hunters' axes of the Smart's manufacture have been advanced $1 per doz. on the list.

Iron Bar Stocks Reported Limited

Montreal.

STEEL AND IRON.—Bars are moving out quite freely, and jobbers state that it is somewhat difficult to obtain requisite supplies of various sizes. Some state that they have provided for their needs ahead of time and that it is only these precautions that now enable them to fill orders. Prices are firm but unchanged.

IRON AND STEEL

Iron finish machinery steel	...	$4 95
Norway iron	13 50	15 00
Single reeled machinery steel		6 50
Spring steel		5 50
Sleigh shoe steel		4 90
Tire steel		5 10
Toe calk steel, per 100 lbs.		5 80
Band steel		5 80
Harrow tooth steel		5 05
Mining tool steel, per lb.		0 24½
Black diamond tool steel, per lb.		0 24½
Black diamond cast steel, per lb.		0 24½
Common bar iron, per 100 lbs.		4 55
Refined iron, per 100 lbs.		5 55
Mild steel		4 90

3-16 and thinner flats in iron or steel take extra 50c. per 100 lbs. over base and regular extra.

Copperware Advanced; Stoves May be Scarce

Montreal.

STOVES AND WARES.—Prices have been very firm on stoves, the demand has been maintained and booked orders have been such as to absorb, says a prominent manufacturer, the probable capacity of the foundries. That is to say, the raw material outlook is such that makers feel they cannot promise to take care of a great deal of increased demand, over and above that which has already been made. The ware list feature of the week is that of a change in the discount on copperware. The line is advanced about 10 per cent., and the plus discount is now 50 per cent.

No Change Yet But Gasoline, Oil May Go Up

Montreal.

GASOLINE, OIL.—Prices are very firm on gasoline and coal oil. The undertone suggests that there will be an early revision upward, and, following the increases made in the United States this week, the local refiners anticipate that advices will be received shortly making effective higher prices for both commodities. The crude oil situation is very strong. Gasoline is quoted at 38 cents, motor grade, and others sell up to 43 cents. Coal oil is quoted still at 27 to 30 cents per gallon.

Tin Price Is Less; Spelter; Lead Softer

Montreal.

INGOT METALS.—Little change has been made this week in the ingot list and the market is very quiet for the most part, with tin prices softer, and lead and spelter a trifle weaker.

COPPER.—Spot prices on this remain unchanged from last week, sales being made on the basis of 25 cents per pound for electro and 24 cents for casting.

TIN.—A precipitous drop of 45 pounds was made this week in London. With more stock available here the prices have softened, and 68 cents is being quoted.

ANTIMONY.—Quiet and unchanged at 13½ cents for English and 13 cents for Chinese.

ALUMINUM.—Some sales are said to be made at 35 cents per pound, while small lots are quoted higher. There is but a limited sale for the product.

SPELTER. — Somewhat softer this week at 11 cents a pound.

LEAD.—Lead has softened a little with spot stock quoted at 10½ cents a pound.

TORONTO MARKETS

TORONTO, May 13—Higher prices continue to be made on hardware commodities and many important lines are affected this week. Dominion ammunition has advanced 10 per cent. Silver flatware also has sharply been advanced in price. The wire situation shows little improvement and supplies are very scarce. Sisal and jute halters are now quoted at the same price and the new quotation shows an advance on both.

Other lines that have been revised upwards are: Clothes line wire, wood smooth planes, ice tongs, curry combs, machinists' punches, wax candles, children's sleighs and wagons, revolvers, gasoline fire pots and torches, brushes, cobbler sets, asbestos millboard, hack saw frames, Marshalltown trowels, Oster stocks and dies, cast iron, hollowware, hat and coat hooks, Vaughan post hole augers and range boilers.

The demand for all hardware lines is a heavy one and many seasonable lines are moving freely. Jobbers express themselves as very well satisfied with the present business turnover, but are concerned for the near future, as they state their warehouse stocks are getting very low and replacements are coming very slowly from the factories, etc. This is mainly attributed to the freight embargo on the United States railroads and few are expecting the tie-up to be easily straightened out. Collections are good and money seems to be circulating freely.

Dominion Ammunition Now Quoted at 30-20%

Toronto.

AMMUNITION of the Dominion make has been marked up 10 per cent., the new discount being quoted at 30 and 20 per cent. off the new list in place of a former 30, 20 and 10 per cent. The higher cost of metals is said to be one of the factors for higher prices, although the manufacturers state that the price of labor is not to be overlooked.

Silver Flat Ware Prices Have Sharply Advanced

Toronto.

SILVER FLAT WARE of the Community pattern has been advanced to approximately 20 per cent. This is in line with HARDWARE AND METAL'S prediction in last week's issue and is said to be due to the higher cost of raw material and other factors that affect the manufactured products. The new quotations on some of the better known lines are as follows:

COMMUNITY PLATE, SILVER FLAT WARE		
Tea Spoons	$ 6.38	per dozen
Dessert Spoons	12.10	per dozen
Table Spoons	12.76	per dozen
Dessert Forks	12.10	per dozen
Table Forks	12.76	per dozen
Cold Meat Forks	22.68	per dozen
Sugar Shells	13.32	per dozen
Berry Spoons	32.40	per dozen
Pickle Forks	15.12	per dozen
Butter Knives	13.32	per dozen

Wire Situation Shows Little Improvement

Toronto.

WIRE of nearly all kinds is very scarce and quotations are very firm. The present quotations on O. and A. wire and annealed hay baling wire are as follows:

O and A Wire—	
0- 9 gauge	$6.00 per cwt.
10 gauge	6.06 per cwt.
11 gauge	6.12 per cwt.
12 gauge	6.20 per cwt.
13 gauge	6.30 per cwt.
14 gauge	6.40 per cwt.
15 gauge	6.55 per cwt.
16 gauge	6.20 per cwt.
Annealed Hay Baling Wire—	
12 gauge	6.10 per cwt.
13 gauge	6.20 per cwt.
14 gauge	6.30 per cwt.
15 gauge	6.45 per cwt.
16 gauge	6.50 per cwt.

Sisal and Jute Halters Both Same Quotations

Toronto.

HALTERS.—New and higher prices have been made on sisal and jute halters and it is interesting to note that the jute halter is now being quoted at the same price as the sisal, while both have been advanced. The small (7/16) are now quoted at $24.75 per gross, while the large (9/16) are quoted at $37.50 per gross.

Clothes Line Wire Prices Reach Higher Levels

Toronto.

CLOTHES LINES, in line with nearly all other kinds of wire prices have been revised upwards, and the new prices are as follows:

Clothes Line Wire—	
18 gauge x 50 ft.	$7.80 per 1000 ft.
18 gauge x 100 ft.	7.15 per 1000 ft.
19 gauge x 50 ft.	7.00 per 1000 ft.
19 gauge x 100 ft.	6.25 per 1000 ft.

Ice Tong Prices Have Been Revised Upwards

Toronto.

ICE TONGS are among the list of hardware commodities to have new prices. The 13 inch are now being quoted at $18.50 per doz.; 17 inch, $22.80 per doz., while the 24 inch are quoted at $24.75 per doz.

Wood Smooth Planes Have Higher Quotations

Toronto.

WOOD PLANES.—Owing to the situation which has developed in wood and lumber nearly all commodities manufactured from this material have been revised upwards. This is also true of wood planes. Some of the new prices on this commodity are as follows:

WOOD PLANES		
Smooth	2 1-8-inch	$1.70 each
Smooth	2 1-4-inch	1.80 each
Jack	2 1-8-inch	2.00 each
Jack	2 1-4-inch	2.05 each

New Lower Curry Comb Discount Advances Same

Toronto.

CURRY COMBS.—A new lower discount has advanced the price of curry combs, and the quotation now reads 30 per cent. discount from the list.

Machinists' Punches, Hammers, Etc., Advance

Toronto.

MACHINIST TOOLS, punches and hammers of the Stanley make have been revised upwards, and in most cases the new quotation is 97½ per cent. added to the list, although in a few special cases the quotation reads list plus additional 105 per cent.

Gasoline Prices May Again be Advanced

Toronto.

GASOLINE.—The quotations on gasoline and coal oil are very firm, and while an advance of 1½ cents a gal. has been made on gasoline in the United States no change has yet been made on this market, although higher prices would not be unexpected. The present quotation is 37 cents per gal. for gasoline and 29½ cents for coal oil.

1c *Increase Made on Wax Candle Prices*

Toronto.

WAX CANDLES have been advanced in price 1 cent, sixes in case lots now being quoted at $7.16, while twelves in case lots are quoted at $7.36 per case.

Child's Sleigh and Wagon Prices Increase 15%

Toronto.

SLEIGHS AND WAGONS of the Canadian Buffalo Sled make have been advanced to higher prices. The new quotation will approximate 10 to 15 per cent. increase. This is said to be due to the situation which has developed in lumber and labor, etc. And manufacturers state that raw material is very difficult to get even at the higher prices.

New and Higher Prices to be Made on Revolvers

Toronto.

REVOLVERS.—Higher prices have been made on some makes of revolvers,

and although the new prices are not yet available it is believed that an increase of at least 10 per cent. will be made.

Fire Pots and Torches Have Advanced 10%

Toronto.

FIRE POTS AND TORCHES—prices have been revised upwards to the extent of approximately 10 per cent. over former quotations.

Some Brushes Marked Up; Other Advances Pending

Toronto

BRUSHES.—The situation on brushes has shown little improvement and in some cases manufacturers have advanced their price from 10 per cent. to 15 per cent., while other manufacturers' products are pending higher prices. The scarcity of bristles continues to be keenly felt; especially is this true of the longer lengths. The high cost of lumber is also said to be a factor, while labor and other costs that enter into manufactured products are all said to have a bearing on the case.

Economy Cobbler Sets Quoted at $16.50 *Doz.*

Toronto.

COBBLER SETS of the Economy Brand have been revised upwards, the new price now being quoted at $16.50 per doz.

Asbestos Mill Board Costs $13.75 *Per Cwt.*

Toronto.

ASBESTOS MILL BOARD is among the list of advances made this week, the new quotations now being quoted at $13.75 per hundred lbs.

Union Hack Saw Frames Have Advanced 10%

Toronto.

HACK SAW FRAMES of the Union Hardware make have been revised upwards, and the number 10 is now quoted at $10.50 per doz., while the number 50 is quoted at $6.30 per doz. This advance is approximately 10 per cent. higher than former quotations.

Marshalltown Trowels Are Marked Up 10%

Toronto.

MARSHALLTOWN TROWELS are also among the list of commodities to have higher prices this week and an advance of approximately 10 per cent. has been made on this make.

Oster Stocks and Dies Have New Higher Prices

Toronto.

STOCKS AND DIES of the Oster make have been revised upwards this week and the new quotations are approximately 10 per cent. higher. Owing to the many styles and sizes involved, it would almost be impossible to give the list here on account of space being limited.

Cast Iron Hollow Ware Has Been Advanced 10%

Toronto.

CAST IRON HOLLOW WARE of the James Smart manufacture has been advanced 10 per cent. on practically all lines. Some of the better known lines are quoted as follows:

Lipped Kettles, each—8 inch, $1.60; 9 inch, $1.70; 10 inch, $1.90.

Straight Pots, each—8 inch, $1.60; 9 inch, $1.85; 10 inch, $2.

Cast Iron Spiders, each—No. 7, 90c; No. 8, 95c; No. 9, $1.05; No. 10, $1.15.

Scotch Bowls, each—No. 1, $1.00; No. 2, $1.10; No. 3, $1.25; No. 4, $1.35; No. 5, $1.50; No. 6, $1.65.

Cast Iron Tea Kettles, each—No. 7, $1.60; No. 8, $1.75; No. 9, $1.85; No. 10, $2.00.

Bellied Pots, each—8 inch, $2.20; 9 inch $2.30; 10 inch, $2.55.

Chaudrons, each, with plain covers—No 80, $1.30; No. 90, $1.45; No. 100, $1.65; No. 110, $1.80; No. 120, $2.05; No. 130, $2.30; No. 140, $2.60; No. 150, $3.10.

Pancake Griddles, each—No. 1, 95c; No. 2, $1.05; No. 3, $1.75; No. 8L., $1.00; No. 9L., $1.10.

WIRE.—The situation which has developed in wire does not present many possibilities at the present time for early improvements and some have it that the situation is getting worse and wire is daily becoming more scarce. The demand for wire of nearly all kinds is very heavy and warehouse stocks are becoming very low. Jobbers state they have great difficulty in securing deliveries from the mills, who, in some cases, are booked many months ahead and are unable to take orders for immediate delivery. This may be on account of the mills having their own labor troubles as well as the tie-up of raw materials and coal, etc., on the United States railroads.

Hat and Coat Hooks Have Been Revised Upwards

Toronto

HAT AND COAT HOOKS have been marked up to higher levels, and the japanned of the James Smart make are now quoted at number 4, $4.25; number 7, $4.90; number 10, $5.80 per gross. while the coppered number 160 are quoted at $4.70 per gross, the number 165 at $11 per gross. Other hat and coat hooks manufactured by this firm that have advanced are as follows:

Hat and Coat Hooks, per dozen—	
No. 170	$0.80
No. 270	1.20
Hall Hooks, per dozen—	
No. 201	$1.00
No. 301	1.20
No. 321	0.83
No. 221	0.68
No. 401	1.45
No. 421	1.10
Hotel or School House Hooks, per gross—	
No. 20	$19.40
No. 16	7.55
No. 17	5.65
No. 18	7.80
Wardrobe Hooks, per gross—	
No. 108	$8.15
Harness Hooks, per dozen, Japanned—	
No. 25	$1.12
No. 25½	2.35
No. 76	1.95
No. 77	2.60
No. 27	6.60

Vaughan Posthole Augers Have New Quotations

Toronto

POST HOLE AUGERS. — New and higher prices have been made on Vaughan post hole augers. The six inch is quoted at $16.25 per doz. The 7 inch, $18.50 per doz.; 8 inch, $20.50 per doz.; 9 inch, $22.50 per doz., and 10 inch, $24.50 per doz.

Iron and Steel Bars Firm; Hold Unchanged

Toronto.

IRON AND STEEL BARS.—Jobbers state they have fair stocks of steel bars, notwithstanding the fact that the mills have been having difficulty in securing coal and other commodities owing to the tie-up of freight on the United States railroads. This, however, they state, applies more to the common kinds as some state they have difficulty in securing special iron or steel and in some cases shapes.

The present demand is fairly heavy and considerable volume is moving out. It is believed that now that navigation is opened up that this will stimulate business on this commodity. The present quotations are firm, although no change in price has been made this week. and the quotations are as follows:

Common bar steel, 3-16 and light	6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and heavier	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 95
Sheet cast steel	.. .

Local Stocks of Sheets and Plates Very Low

Toronto.

SHEETS AND PLATES.—Local jobbers and manufacturers state that they are very much disappointed with the situation that has developed in sheets and plates of nearly all kinds, and not a few state they were just beginning to get back on their feet, as it were, after the steel strike of last Fall and some state they were gradually catching up with their orders as well as securing some warehouse stocks.

The recent tie-up on the United States railroads, however, has changed this situation and it is believed that very few jobbers or manufacturers have stocks of any account to sell.

Some state there has been nothing started from the mills for almost two weeks. This being the case they state the mills would have their premises congested with enormous tonnages of steel, which would be so mixed up that when transportation does move again, it may

be some time before these are straightened out, in fact he went so far as to state that if all disruptions and tie-ups would immediately cease it would take until about July before stocks would come to hand with even the same volume as before the tie-up mentioned.

The following prices are quoted here merely as a guide and it is believed that many are charging premiums on these prices and that present business to a certain extent on this commodity is subject to premiums on account of the very heavy demand and the light stocks on hand:

BLACK SHEETS—

14 gauge	$8 95
16 gauge	9 05
18-20 gauge	9 45
22-24 gauge	9 50
26 gauge	9 55
28 gauge	9 65
29 gauge	9 75
3-16 inch plate	....
¼-inch boiler plate	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS—

	Premier		Apollo	
10¾ oz.	$12 00	$11.50	$12 00	$12 25
U. S. 28	11 45	10 95	11 45	11 85
U. S. 26	11 15	10 65	11 15	11 55
22 and 24	11 00	10 50	11 00	11 40
16	10 70	10 20	10 70	11 25
16	10 70	10 20	10 70	11 10
12 and 14	10 55	10 05	10 55	10 95

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Weaker Tendencies Shown For Old Materials

Toronto

SCRAP AND WASTE MATERIAL.—The quiet buying period which affected the markets the last week or so is still in effect and dealers say the present market is practically dead, and while some state they are unable to diagnose the situation, others have it that the situation is entirely due to the present condition prevailing at many of the mills owing to the tie-up of the railroads which is said to be greatly hindering production in all lines. Iron and steel continue to be very scarce and although there are not many inquiries, it is stated that very little old iron and steel are coming forward. Many are at a loss to understand the reason for this, although some state that owing to the higher prices being charged for nearly all commodities whose basic metal is iron or steel that present holders are loath to discard an old article in view of replacing it with a newer and more costly one. The following are the present quotations:

WASTE MATERIAL

No. 2 busheling	13 00
Stove plate, per ton	32 00
Yellow brass	0 10
Red brass	0 15¾
Light brass	0 08
Scrap zinc	0 06½
Heavy copper	0 17
No. 1 machinery cast	38 00
Heavy melting steel	15 00
Wrought iron, No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes	0 06
Overseas lumbermen's rubber boots	0 04
Bicycle tires	0 01½
Automobile tires	0 03
Heavy lead pipe	0 05¾
Tea lead	0 11

Lead Waste Pipe Solder, Etc., Shows Weakness

Toronto.

LEAD AND ZINC PRODUCTS.—Although the present demand is a heavy one and large volumes are going out the price tendency of nearly all products of lead and zinc is somewhat weaker, and although no lower prices have been made this week it would not surprise many in the trade if lower prices would soon be announced unless the present situation changes.

This is attributed to the present situation of pig lead which, in some instances, has been affected by the lower quotations on the English market. Manufacturers state that pig lead is coming in better quantities and the scarcity which was noted for some time apparently has been overcome to such an extent that manufacturers are at least able to fill their orders, it is believed. The following quotations are being quoted at present:

Lead pipe, list, per lb.	0 17½
Lead waste pipe, list, per lb.	0 18½
Do., over 8 inches, list, per lb.	0 19½
Above subject to discount of 10%.	
Lead traps and bends	add 30%
Lead wool, lb.	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lbs.	0 14
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 45¾
Solder, strictly, lb.	0 40½
Solder, commercial, lb.	0 38
Solder, guaranteed, lb.	0 43¾
Solder, wiping, lb.	0 37¼
Zinc sheets, per lb.	0 19

Boiler Tube Prices Firm; Fair Demand Offering

Toronto.

BOILER TUBES.—Notwithstanding the fact that the boiler tube season is a little off, jobbers state they are very well satisfied with the present business being offered, which they state speaks very well for the coming busy season, and some rumors are current that owing to the scarcity of skelp boiler tubes may be scarce this Fall.

Considerable business is still being done on barges, it is stated, and many boats and barges of nearly all kinds have been refitted with tubes this year, which may have been responsible for considerable part of the heavy demand.

It is the belief of some that the mills manufacturing skelp will find a great difficulty in supplying or filling their present booked orders on account of the many disruptions and tie-ups they have had to contend with, and prices are very firm and very few seem to be looking for lower prices for some time to come.

BOILER TUBES—	Seamless	Lapweld
1 inch	$28 00	.....
1¼ inch	30 00	.....
1½ inch	31 50	.....
1¾ inch	33 00	30 00
2 inch	32 00	29 00
2¼ inch	37 00	32 00
2½ inch	46 00	36 00
3 inch	54 00	45 75
3¼ inch	70 00	49 00
3½ inch	70 00	39 00
4 inch	96 00	63 00

Orders For Corrugated Sheets Heavy; No Stock

Toronto.

CORRUGATED SHEETS.—If possible, the situation on sheets is worse with little or no immediate relief looked for, is the way one manufacturer expressed himself to HARDWARE AND METAL regarding the corrugated sheets situation.

Manufacturers generally state that their hopes were on the verge of being at least partly realized and stocks were gradually being replenished when the latest set-back developed in the way of a freight embargo, which has set manufacturers and manufactured commodities back almost farther than during the previous steel strike which occurred last Fall, it is stated. Some manufacturers state the present tie-up has a worse effect than the previous strike owing to the fact that effects from the previous strike are still being felt and in many cases some have not been able to overcome that situation, and the present tie-up coming on top of the former one has been the cause of great difficulties and inconvenience, and one manufacturer stated that it was his belief that if the strikes and disturbances, etc., were all called off immediately that it would be July before the material would commence to arrive again as satisfactorily as previously.

The manufacturers state the demand for corrugated sheets is a very heavy one, but owing to the difficulty of securing raw material, they are only able to accept orders for limited quantities and in many cases not at all, and owing to the unsettled present conditions are unable to state when they will be able to make announcements for either present or future deliveries.

The present quotations, although firm, remain unchanged and are quoted as follows:

	Per 100 square feet	
Corrugated Sheets—	Gal'zd.	Painted
No. 28 gauge	9 25	7 75
No. 26 gauge	10 00	8 75
No. 24 gauge	15 00	11 00
No. 22 gauge	17 50	13 75
No. 20 gauge	21 00	17 50
No. 18 gauge	26 50	21 50

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equallized on Montreal.

An additional charge of 10% of the list price is added to cover exchange.

Discount, 7½%.

Lead Spelter and Tin Show Weaker Tendency

Toronto.

INGOT METALS.—A weaker tendency is noted on tin, lead and spelter this week with fair demand offering.

LEAD shows a downward tendency and a lower price has been made this week, the present quotation being 11c per pound.

ALUMINUM.—Little demand is shown for aluminum and prices remain unchanged, the present quotations being from 36 to 37 cents per pound.

COPPER.—The present price of copper shows little change, the demand being rather light, the quotations still remaining at 24 cents per pound.

ANTIMONY is very quiet, the market conditions on this metal are practically unchanged, and the stocks are considered rather light. The selling price continues to be quoted around 15 cents per pound.

TIN is weaker and a sagging movement is noted. The present quotation is 72 cents per pound.

SPELTER is also lower although there is a fair demand. The new price is 11 cents per pound.

LONDON MARKETS

LONDON, May 13—Higher quotations continue to be made on many hardware lines and this week shows little improvement in this respect. Some of the important hardware lines that have been marked up this week are: Polar electric fans, surface hinges, galvanized clothes lines, Mrs. Potts' iron handles, English brass garden syringes, Dominion shells and ammunition, silver flatware and Johnson's floor wax.

The wire nail situation is very tight and higher prices are daily expected. The scarcity of wire of all kinds is becoming more acute and is the cause for much concern. Linseed oil and turpentine are also very scarce and with little new stock coming in, warehouse stocks are gradually becoming depleted.

The freight embargo on the United States railroads continues to be one of the main causes for shortages of nearly all hardware commodities and the general opinion seems to be that the effects of the present tie-up will be more keenly felt at a later period.

The hardware trade here is excellent. Spring and summer lines are all selling good now. Prices are very firm and each day brings advances on some lines.

Shortage of goods is becoming more serious each week and it is expected to be still worse in the near future. Collections are good.

Polar Electric Fans Will Now Cost More

London, Ont.

ELECTRIC FANS.—New and higher prices have been made on electric fans of the Polar Club brand. This is said to be due to the higher cost of manufacture, which includes the raw material, labor and other factors; the new prices are quoted as follows:

6 inch, single fans	$7 50 each
6 inch, in dozen lots	7 00 each
9 inch, single fans	12 00 each
9 inch in dozen lots	11 75 each

Surface Hinges Have New Prices; $3.25 Doz. Pair

London, Ont.

SURFACE HINGES, in line with recent advances which have occurred in builders' hardware lines, surface hinges have been revised to higher levels and are now being quoted as follows: The numbers 440, 450 and 460 in either dull brass or antique copper finish are being quoted at $3.25 per doz. pair.

New Prices Made on Galv. Clothes Line Wire

London, Ont.

CLOTHES LINE WIRE.—In line with wire and wire commodities of nearly all kinds, clothes line wire has been marked up this week, and some of the new prices are as follows:

No. 19 or XX., in 50 ft. lengths, M. ft.	$6.25
No. 19, or XX., in 100 ft. lengths, M. ft.	$5.75
No. 18, or XXX., in 50 ft. lengths, M. ft.	$7.00
No. 18, or XXX., in 100 ft. lengths, M. ft.	$6.45

Mrs. Potts' Iron Handles Now Quoted at $1.50 Doz.

London, Ont.

IRON HANDLES.—Higher revised prices have been made on iron handles of the Mrs. Potts pattern japanned, the new quotation being $1.50 per doz.

English Brass Garden Syringes $28.75 Doz.

London, Ont.

BRASS GARDEN SYRINGES of English manufacture are beginning to arrive on this market, and jobbers state they have fair stocks to offer. The 1½ inch by 16 inch is being quoted at $28.75 per doz.

Wire Nail Prices May Be Revised Upwards

London, Ont.

NAILS.—The present demand for wire nails is a very heavy one and stocks, in many cases, are practically depleted with slight possibilities of immediate replenishments. The wire situation has shown no improvement of late and if anything has been getting worse. Manufacturers state they are booked far ahead with orders and are unable to accept orders for immediate delivery. The present quotation is $5.75 per keg base, although it is the belief of many that this price will not hold for any length of time in view of the fact that nails are so scarce and little new stock can be secured to replace the present, which is moving out very rapidly.

Cut nails have a big demand and no change is made in the price, which is still quoted at $7.50 base.

Dominion Shells and Ammunition Jumps 10%

London, Ont.

SHELLS AND CARTRIDGES of the Dominion make have been revised upwards, and the new advance will approximate 10 per cent. This new price revision is said to be the result of scarcity of materials, higher cost of labor and raw materials and other factors. The new discount is being quoted at 30 per cent. and 20 per cent. off the list; some of the most important grades and sizes are shown in the current quotation pages of this issue.

Silver Flat Ware Has Sharp Advance

London, Ont.

SILVER FLAT WARE. — HARDWARE AND METAL stated in last issue that silverware was very unsettled and stated that an advance was pending. This advance has now been made and it is approximately 20 per cent. higher than former prices. Some of the new higher quotations on some of the better known lines of Community Plate are as follows:

Tea Spoons, dozen	$ 6.38
Dessert Spoons, dozen	12.10
Table Spoons, dozen	12.76
Dessert Forks, dozen	12.10
Table Forks, dozen	12.76
Cold Meat Forks, dozen	22.68
Sugar Shells, dozen	13.32
Berry Spoons, dozen	32.40
Pickle Forks, dozen	15.12
Butter Knives, dozen	13.32

Wire of All Kinds Scarce; May Be a Famine

London, Ont.

FENCE WIRE.—Wire of nearly all kinds is proving to be a very scarce commodity at the present time and jobbers state that any stocks they have on hand are moving out very rapidly, but owing to the position the mills are in at the present time they state they are unable to place orders for immediate delivery. This being the case, they are anxious for the future, especially the very near future, as there is an intimation that a great scarcity will prevail in nearly all kinds of wire, including fence wire. Some of the quotations that are going at present are barbed wire, $6.40 per hundred lbs.; the number 9 soft galvanized wire is $5.85 per hundred lbs.; number 11 O. & A., $5.97 per hundred lbs.; number 12 O. & A., $6.05 per hundred lbs.

Linseed Oil Situation Not Improved

London, Ont.

LINSEED OIL.—Continued shortage of flax seed is causing many hardships in the linseed oil market, and while crushers state they have considerable seed in transit they are forced to run their plants at a low rate of production

or, as in some cases, close down altogether, because the seed is not reaching its destination on account of the tie-up on the U. S. railroads.

In some cases, English oil has been coming on the market but few are expecting that sufficient quantities will come to affect the price or the present situation. One crusher stated that in his opinion the tie-up did not seem to be nearly over and there seems to be a feeling that it will be a long-dragged-out affair and he stated that if this was the case there would be a great famine in linseed oil, and coming at the season of the year when its use is most extensive it would cause a very serious situation.

However, it may be that seed will be secured from other sources which would keep the situation from tying up. The following are the quotations:

1 to 2 barrels	$2.87 gal.	$2.90
3 to 5 barrels	2.86 gal.	2.89
6 to 9 barrels	2.84 gal.	2.87

Less barrels, add 15 cents gal.

Embargo Increases Shortage on Turpentine

London, Ont.

TURPENTINE.—Local stocks of turpentine are said to be very low and the future prospects for new receipts are not very bright, it is stated. This is believed to be mainly due to the tie-up on the U. S. railroads, and jobbers and importers state that while they have considerable turpentine in transit that they have not received any supplies for a number of days and that their stocks are practically exhausted. Many are hoping that the embargo will soon be lifted and that commodities will start to move again freely. The continuation of the present tie-up, it is believed, would cause great distress in nearly all trades. The quotations that are going at present are as follows:

1 barrel lots	$3.80 imp. gal.
2 to 4 barrel lots	3.79 imp. gal.
5 gallon lots	3.95 imp. gal.

White Lead in Oil Prices Firm; Unchanged

London, Ont.

WHITE LEAD IN OIL continues to sell at very firm prices and a fair volume is moving. The pure in ton lots is now being quoted at $20.45 per hundred lbs. and in less than ton lots $20.80 per hundred, while the Elephant brand is quoted at $20.95 per hundred lbs. in ton lots and $21.30 per hundred lbs. for less than ton lots.

Poultry Netting Prices Firm; Stocks Light

London, Ont.

POULTRY NETTING. — Quotations on poultry netting continue to be very firm, although no change has recently been made in the price. Jobbers state their stocks are very low and they have great difficulty in securing supplies from the mill and any shipments that do come to hand are of a limited amount. This situation is said to be true in practically all cases where wire is concerned and many are anxious to know what the future will show for this commodity, as there is a feeling that a serious shortage may develop throughout nearly all wires of all kinds. The present quotations are: Canadian 2 inch mesh net list, 1 inch mesh add 5 per cent. to the list.

Rope Sales Increase; Prices Firm; Unchanged

London, Ont.

ROPE.—Quotations on rope continue very firm. Although no change has been made in the price, stocks are moving out very freely and the demand increases almost daily. Pure manila continues to sell at 35½ cents per lb. base, while the Beaver is quoted at 28 cents per lb. base; New Zealand hemp, 28 cents per lb. base, and sisal remains at 22½ cents per lb. base.

Big Demand For Garden and Various Harvest Tools

London, Ont.

GARDEN AND HARVEST TOOLS. —The warmer weather, which is daily becoming more seasonable, is the cause for heavy demand for spades, shovels, hoes and rakes, also harvest tools of some kinds. All in the trade seem to be very well satisfied with the volume that has been moving. In fact, it is the belief of some that sales to date, despite the cold weather which has prevailed, are the heaviest which have been made for some years back. The quotation on spades and shovels remains unchanged and is 35 per cent. off the list, while the garden and harvest tools continue to be quoted at 50 per cent. and 10 per cent. off the new list.

Screen Wire Cloth Prices Firm; Big Demand

London, Ont.

SCREEN WIRE CLOTH.—A heavy buying movement is at present prevailing and large quantities of black screen wire cloth are going out every day. The present quotation, although firm, remains unchanged and is quoted at $3.50 per hundred square feet.

Galvanized wire cloth is also in good demand and is selling at a firm quotation of $4.25 per hundred square feet.

Lawn Mower Prices Firm; Remain Unchanged

London, Ont.

LAWN MOWERS.—The demand continues to be a very heavy one and like many other commodities jobbers state there are indications of shortage which may not be easily overcome as the warmer weather advances and increases the consumer demand. The quotations remain the same. The regular grades are still being quoted at 25 per cent. discount off the list.

Johnson's Floor Wax Now Costs 70c Per Lb.

London, Ont.

FLOOR WAX of the Johnson make has been revised to higher prices and the new price is now being quoted at 70 cents per lb. net.

WINNIPEG MARKETS

WINNIPEG, May 13—Important hardware changes have again been made this week and show close similarity to the previous weeks' changes, in that they involve the manufactured product rather than the basic material. Chief among the lines affected will be found: Sash and awning cord, churns, wood tubs, cotton twine, cotton rope, Stevens' rifles, heaters, fire backs, packing, golf clubs, and lamp wick.

Sash and Awning Cords Again Revised Higher

Winnipeg.

SASH AND AWNING CORD.—New prices again appear for sash cord and effect this line to the extent of a 6 cent per lb. increase. The line has been somewhat of an active nature in the past, advances occurring periodically in connection with the same, a condition that, if repeated to any further extent, will place this class of goods at an exceptionally high figure. Scarcity of raw material, it is said, is the main cause for the new increase. The new prices, although appearing firm at present, will have to rely solely on the actions of the primary market for stability. The latest quotations show:

Sask Cords—In hanks, size 3-16 in., $1.10; 7-32 in., $1.09; ¼ in., $1.08; 9-32 in., $1.08 per lb. In coils, size ¼ in., $1.08; 5-16 in., $1.08; ⅜ in., $1.08.

Awning Cord—White, size, ⅛ in., $5.45; 5-32 in., $20.70 per dozen. Drab, size ⅛ in., $6.35; 5-32 in., $24.75 per dozen.

Dazey Churn Prices Are Revised Upwards

Winnipeg.

DAZEY CHURNS.—Among the week's changes will be found new prices covering dazey churns and advancing this line an approximate 18 per cent. The new increase should evince little surprise when the continually cost of raw material used for the manufacture of same is considered. To-day's price are quoted as follows:

Dazy Churns—Capacity, gals., 3, $5.50; 4, $6.85; 6, $8.50; 10, $14.40 each. Glass, capacity, pints, 3, $15.50; 5, $19.25; 7, $24.25; 9, $31 per dozen. Extra glass jars, capacity, pints, 3, $3.75; 5, $6.60; 7, $9.60; 9, $11 per doen.

Higher Prices Are Named on Wooden Wash Tubs

Winnipeg.

WOODEN WASH TUBS.—Following recent changes on many important lines of woodenware, wash tubs are now affected and show an advance of 11 per cent. on previous lists. This new in-

crease cannot be considered heavy on reviewing the lumber situation generally, which remains practically unchanged, with little possibility of better conditions prevailing, it is said. The new prices show:

Wooden Tubs—Size diam. ins., 20½, $18.70; 22½, $23.10; 24½, $24.75; 26½, $29.15 per dozen. Pails—No. 2, $5.45. Stable, $18.50 per dozen.

Cotton Twine Prices Are Revised Upwards

Winnipeg.

COTTON TWINE.—Among the lines to be affected as a result of the adverse conditions of the cotton market will be found cotton twine.

Cotton Twine—In cones, 3-ply, 95c per lb.; 4-ply, $1. In balls, 3-ply, $1; 4-ply, $1.02 per lb.
Bag Twine—$1.25 per lb.; bonding twine, 56c per lb.

Cotton Rope Also Shows Increase

Winnipeg.

COTTON ROPE, in conjunction with twine, is also influenced by the market changes and advances a further 4 cent. per lb. Little need be said regarding this, as the cause is well known and makes further comment unnecessary. The latest prices are listed as follows:

Cotton Rope—Size in., 3-16, 87 cents; ¼ and larger, 86 cents per lb. Clothes' lines, cotton, length ft. 48, $4.80; 60, $6 per dozen.

Stevens' Rifles Advanced An Approximate 3%

Winnipeg.

STEVEN'S RIFLES.—Slight advance occurs, effecting certain models of Steven's rifles, and as a result an average 3 per cent. is added to previous lists.

Steven's Rifles—Nos. 26 x 22, $7.30; 26 x 32, $7.30; 12 x 22, $9.25; 12 x 25, $9.25; 12 x 25, $9.25; 12 x 32, $9.25; 17 x 22, $11.20; 17 x 25, $11.20; 17 x 32, $11.20; 44 x 22, $20.50; 44 x 25, $20.50; 44 x 32, $20.50 each.

Perfection Heaters Are Quoted at Higher Prices

Winnipeg.

PERFECTION COAL OIL HEATERS shows an advance of approximately 30 per cent. on old lists, a rather high increase, although one that is to some extent expected on considering the past stability effected by this line, and the present soaring prices of raw material that is confronting manufacturers.

Perfection Heaters—Nos. 523, $7; 530, $7.70; 630, $9.80. Wicks and carriers for same, $6.40.

Cotton Packing Also Has Advanced 5c Lb.

Winnipeg.

CANDLE WICK.—Higher price has been named on cotton candle wick packing to the extent of a 5 cent. per lb., increase which now brings this line to an even figure of $1 per lb. The present increase, it is said, is chiefly attributable to the advanced cost of raw material.

Fire Backs Are Now Quoted at $15.60 Per Doz.

Winnipeg.

DIAMOND FIRE BACKS are affected in the changes of the week and are now quoted at $15.60 per dozen, making a clear showing of 25 per cent. advance on previous prices.

Golf Club Prices Have Been Revised Upwards

Winnipeg.

GOLF CLUBS.—New prices appear this week on the Kernal Brand golf clubs and show slight advance on previous prices as a result. The following are affected and are now quoted at:

Golf Clubs—Cleeks, mid-irons, mashies, putters, rublicks, driving irons, $3.75 each. Drivers and brassies, $4.25 each.

Lunkenheimer Valves Have Advanced 5%

Winnipeg.

VALUES of the Lunkenheimer makes are also on the list of commodities having higher quotations and an advance of 5 per cent. has been made.

Lamp Wick Prices Have Advanced a Further 10%

Winnipeg.

LAMP WICK.—Another line to be influenced as a result of the general advance in lines pertaining to cotton is lamp wick, and is accordingly advanced 10 per cent. on previous prices. As previously mentioned, the scarcity and advanced cost of the raw material is chiefly responsible for the new change. Today's prices are quoted at:

Lamp Wick—Cut and rolls, Nos. 0, $1; A, $1.25; B, $1.85; D, $2.85. Rayo wick, $1.45; Rayo junior, $1. Circular, size width, 2½ inch, $8.90; 4¼ inch, $30. The above prices quoted are, per gross cut, and per roll for rolls.

Prices on Brushes 5% Higher; Situation Firm

Winnipeg.

BRUSHES.—A further advance of 5 per cent. has been made on brushes of various kinds and the situation is still very unsettled. This is said to be due to the ever increasing shortage of bristles.

Pyrex Ware Prices Have Been Marked Up 5%

Winnipeg.

PYREX WARE has also come up for higher price revision and an advance of 5 per cent. has been made.

Nickel-plated Copper Wares Advance 10%

Winnipeg.

COPPER WARE.—An advance of approximately 10 per cent. has been put through on some lines of copper ware and copper tea and coffee pots, also copper tea kettles will now cost more. This price is said to be a very firm one, and stocks are generally considered to be very light.

Building Paper Prices Have Advanced 10%

Winnipeg.

BUILDING PAPER.—Higher prices have been made on various kinds of building paper, the new quotations being about 10 per cent. higher than formerly.

PITTSBURGH MARKETS

PITTSBURG, May 13. — Pig iron production in April, curtailed by the rail strike, was at the rate of about 33,650,000 gross tons a year, or at 75 per cent. of capacity, if capacity be estimated at 45,000,000 tons a year, and that seems to be a fair estimate, though possibly it may be found to be a trifle low, if favorable manufacturing conditions, like those obtaining before the war, ever return. The March rate had been 90 per cent. of capacity, and as the rail strike did not apply to the entire month of April it is evident that when the strike was at its worst the rate of pig iron production was more than one-sixth off from the March rate. Had it not been for the strike production would probably have increased, since all the trends were in that direction. The production of steel was probably affected by the rail strike in about the same manner as was the production of pig iron. The April steel ingot report of the American Iron and Steel Institute should appear in a few days and will permit of an exact comparison being made.

Production of pig iron and steel has continued to grow, although at a rather slow rate. Among producers there is a disposition to complain that reports as to the rail strike waning are altogether too favorable, that the strike is still very bad, but on the other hand one can observe also that the producing trade has a disposition to magnify the effects of the strike upon production, by not making sufficient allowance, in the general average, for the plants that are working practically full. Thus the South and East are scarcely affected at all, and some of the plants on the lake front are doing quite well, almost normal. The Youngstown district, the one most affected, seems to be producing at more than half capacity, while the immediate Pittsburgh district is probably doing better than 80 per cent.

Steel consumers are affected not only by not receiving steel, but also by not receiving coal and other necessities. In Detroit, for instance, the lack of coal is greater than the lack of steel, and factory operations in that district are now probably below 50 per cent. of normal. On the whole it would seem that the consumption of steel is curtailed more than the production.

Boat Season Brings Big Demand for Finishes

Technicalities in Application of Boat Finishes Oftentimes Give the Customer Difficulty—Dealer Can Impart Sound Advice if He Has Knowledge of Best Water-Resisting Ingredients—Experiments Prove Enamels Best Fitted for Use on Surfaces Exposed to Water

"MAKING a seasonable and timely appeal is half the battle in arousing enthusiasm for painting," was the recent statement of a hardware dealer to HARDWARE AND METAL. Just at this time of year this factor is a highly important one and there are a number of phases of it which are well worth considering.

With the approach of warmer weather those interested in boating are getting out their motorboats, sailboats, rowboats, canoes, etc., for their spring overhaul. In the sale of paint for any purpose the dealer requires to have considerable information as to best methods of application, etc., but this point is perhaps more important in connection with boat finishes than any other, for durability is here required to a greater degree and the average boat owner is very susceptible to any suggestions which will make for the better appearance and seaworthiness of his craft. Therefore to sell boat finishes the dealer requires to have considerable insight into the exact requirements of the surface exposed to the water, as well as the technical ability of the finish to meet such needs.

It has been found in connection with the finishing of speed boats that the use of an inefficient finish resulted in allowing moisture to be absorbed into the wood, thereby adding considerably to its weight. The paint and varnish manufacturers have therefore taken particular care to provide suitable finishes for this use.

Conditioning the Wood

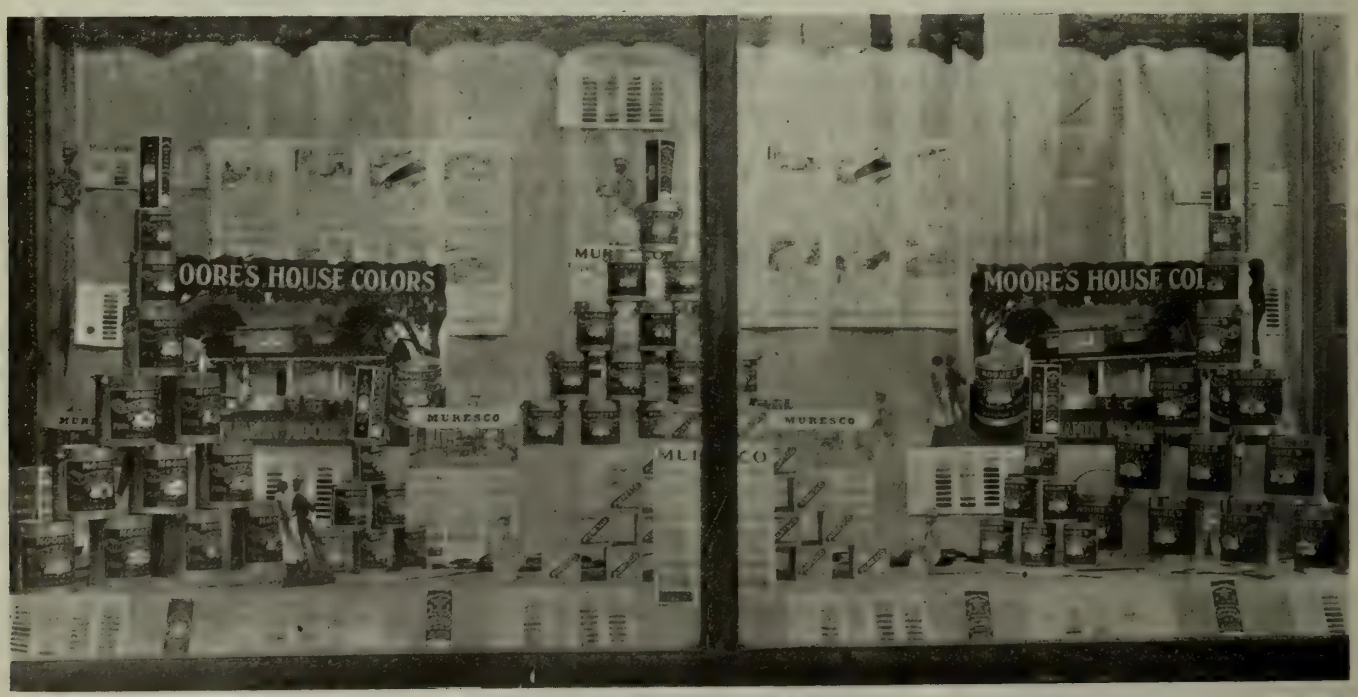
The investigation instituted by manufacturers brought forth the fact that wood is a cellular substance and that when the fibre of which it is composed becomes saturated with moisture, water is then admitted in liquid form, which in turn is held by the cellular cavities of the wood. On being submitted to drying, the wood is again restored to its original air-dry form, which contains approximately 11 to 15 per cent. of moisture. Samples of wood conditioned to this state were coated with the various finishes including raw linseed oil, boiled linseed oil, spar varnishes, enamels, shellacs and oil and varnish graphite mixtures.

These samples were enclosed in a specially constructed cabinet at a temperature of 100 degrees F. with a relative humidity of 95 per cent. for seven days. It was found that the panels coated with raw and boiled linseed oil absorbed the largest percentage of moisture, the one with raw oil absorbing a greater quantity than that coated with boiled oil. The samples coated with spar varnish absorbed the next highest amount. Shellac was net, while enamel had the lowest percentage. The panels were again thoroughly dried and then submerged in water for seven days. The gain in water absorption by each class of panel was in the same relative extent as moisture. The panels were again allowed to dry for seven days and on re-weighing to determine the amount of water retained it was found that boiled oil retained a higher percentage of water absorbed than raw oil. Enamels were next, then shellac, spar varnish and enamels with the highest pigment content retained the least.

No Film is Waterproof

From these tests it is evident that no film is absolutely waterproof and that neither raw nor boiled linseed oils are suitable for finishing boats. Therefore it is necessary to select and sell the class of material that permits the least quantities to pass the film and will permit them to pass out most completely when submitted to the drying process. In this respect enamels with the highest pigment appear to have the preference. As a result of these experiments it has been

(Continued on page 64)



A seasonable and well arranged window display of paints and finishes, by Bent and Cohoon, Ltd., hardware merchants, New Glasgow, Nova Scotia. Features of the arrangement which make it effective are the use of dealer helps as provided by the manufacturer, and the fact that the display is not overcrowded. There is not more in the window than the eye can take in at a glance, yet on closer examination there are paint cards and literature dealing with methods of application to secure best results.

THE CENTRE OF ATTRACTION

"Save the surface and you save all" *Paint & Varnish*

"IMPERVO" VARNISHES
For all purposes

"IMPERVO" PORCH AND DECK
Quick drying gloss, for exterior use

MOORE'S FLOOR PAINT
Durable and glossy, for interior use

TILE-LIKE
A varnish and stain combined

SANI-FLAT
A sanitary flat oil paint

MOORAMEL
A perfect white enamel

HIGH GLOSS ENAMEL
For general household use

AUTO FINISH

CARRIAGE ENAMEL

MORELUSTRE ENAMEL
For interior and exterior use.

WAGON AND IMPLEMENT PAINT

BARN PAINT

SHINGLE STAIN

"MURESCO"
The best wall finish

A high grade mixed paint is "The Centre of Attraction" of any line of paints. Moore's House Colors are guaranteed by our dealers: "Absolute satisfaction or money refunded," and we back it up.

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Maritime Sales Manager:
R. C. BLAKENEY, 276 South St., Halifax, N.S.

Western Sales Manager:
J. B. CLEVELAND, Box 821, Saskatoon, Sask.

If interested, tear out this page and keep with letters to be answered.

The Brush Department

Economy to Use High-Grade Brushes

Emphatic Points in Paint Campaigns Can Also be Linked Up With Brush Sales — Dealer Increases Sales by Handling Only High-Grade Brushes

MUCH publicity is being given the fact that it is better economy to use the best grade of paint even though the cost be greater than the cheaper grades. It is also being pointed out that the increased value of buildings justifies more paint protection. While these matters pertain directly to the paint business, yet their effect also extends to the brush trade, and the dealer can use some arguments along those lines to good advantage.

If there is a tendency on the part of the customer to respond to appeals to use only high grade paints it will not be difficult to impress upon that customer the inadvisability of using a cheap brush for its application. Good paint is worthy of a good brush. The appeal for the saving of valuable property by the adequate application of paint, can be linked up effectively with both departments, thus doubling the effect. Naturally a purchaser of paint must have a brush to apply it, but pressing home the arguments outlined will help to indicate that it is very much in the interests of better painting to purchase a new brush rather than take a chance on one used last season which might not have been taken care of in the meantime.

One hardware dealer in Western Ontario finds that he sells more brushes by selling a better grade, and, as he says, by "letting the public know that I handle only brushes that can be depended upon."

Whereas he formerly carried only medium-priced and very cheap brushes this dealer now carries only really high-grade varieties and the very cheapest. The latter are kept for use by those desiring to paint stove pipes or similar work where a good brush is not required. The balance of his stock consists of only high-grade brushes.

"People do not mind paying a few cents more for a brush if they know that they are not going to have any trouble with it," said this dealer to HARDWARE AND METAL. "When I handled the medium-priced brushes people would come back and tell me that the bristles came out and stuck in the paint. This meant an unsatisfactory job and a trial for their temper. The brushes I now stock will give satisfaction and I am not afraid to talk about them and guarantee them. I am now selling more brushes than ever and there are no returns of unsatisfactory stock. My customers tell others and I am making sales to people who have been sent in by these satisfied customers."

A good variety and complete stock of each line are big factors in this dealer's trade. He finds that the sugtion offered by a good display of brushes in a prominent location is also valuable in making sales. He finds that customers like a good variety of brushes to look over and ask questions about the different grades. He emphasizes the question of quality and tells them frankly that he is charging them a little more but is giving them an article that will work smoothly and give best satisfaction.

Care is taken in this store to see that the stock of brushes bears no marks of having been in the store for any length of time. The brushes are kept clean and fresh, and this is an important factor in selling to either men or women. Window displays are an important part in the sale of brushes in this store, a complete window being devoted to this line at certain regular periods.

Underlying Idea of "Save the Surface"

Trade Felt Home Market Was Not Expanding Rapidly Enough—Less Than One-Third of Necessary Painting Being Done

THE address of Mr. George Henderson, president of Brandram-Henderson, Ltd., and president of the Canadian Paint, Oil and Varnish Association, before the recent "Save the Surface" convention in Montreal, was as follows:

"On behalf of the 'Save the Surface' campaign committee, and on behalf of the subscribers, and, may I say, on behalf of all those of the public who are interested in conserving property by means of saving the surface, I welcome you to this the first Canadian convention of the International 'Save the Surface' campaign.

"It is not sufficient for us to merely express pleasure and satisfaction at having present with us this afternoon, so many of the travelling representatives of the subscribers, so many dealers in protective coatings, so many representatives of the press, and so many painters themselves.

"I believe that it is the occasion for the expression of great thankfulness on our part because, unless we utterly fail this afternoon to put over our message, we shall place you all in a position to accomplish greater success in the work that each and every one of you is associated with.

"Now, we do not expect to fail, and consequently, as one on the eve of success, and of a success by no means entirely selfish in character but in the general good, we feel a certain exaltation of mind.

"In these brief introductory remarks it would not be well to dwell too minutely or in too much detail with any particular phase of this big subject, but I should like to address some consideration to what I may term 'The Why and Wherefore of the Save the Surface Campaign.'

"For years past many paint and varnish manufacturers, jobbers, dealers and painters, both in Canada and the United States, have felt that in spite of the vigorous sales promotion work of individual firms that the great home market was not expanding as rapidly as it should, in the interest of the trade and in the interest of the public.

"It is a fact that the industry was in a healthy condition, even prosperous, and that the output was steadily advancing year by year, but the condition of the country's homes and buildings proved that possibilities had been merely scratched.

"It was evident to those who made a careful study of statistics which correctly reflected actual conditions, that less than one-third of the necessary painting and varnishing was being undertaken, and it was realized that if the two-thirds left undone would be undertaken by drawing public attention to the necessity for it, that the advantage derived would not be only enormous to the paint trade in particular, but to the nation at large.

"This tendency not to paint had been increasing rather than diminishing, several causes for which have been advanced:

"1. The war, which impregnated the people of the Dominion with an idea of economy which became in its interpretation a mere policy of penny wise and pound foolish.

"2. The undue emphasis which was being laid on the purely decorative characteristics of paint and varnish.

"3. The increased cost of paint and varnish occasioned by the increased cost of raw materials and of labor. This caused people not so much to decide not to paint as to indefinitely postpone painting, which really amounted to the same thing.

"Clearly, there never was a greater justification for a co-operative educational advertising campaign, and significantly enough, the need of this campaign was realized at practically the same time on both sides of the International line, and there sprang into existence a crystallized determination in Canada and the United States to educate the public to the idea that to neglect the surfaces of property was a false economy—a robbing of Peter to pay Paul; in fact, a cutting off of the nose to spite the face.

"Might I here point out that the International 'Save the Surface' campaign is dual in character, because, while on both sides of the boundary we use the same slogan 'Save the Surface and You Save All,' and employ in a measure the same arguments and even occasionally similar illustrations, we have our separate organizations at Montreal and Philadelphia, respectively, where National considerations are never forgotten and where you can be quite sure the Canadian identity is as carefully safeguarded as the identity of the United States.

"I am very pleased to be in a position to refer to the presence here this afternoon of two members of the American Committee in the persons of Mr. Harn and Mr. Cousens, who have promised to tell you something of what has been accomplished in the United States with the "Save the Surface" idea.

"When I spoke to the Master House Painters and Decorators Association of Canada, in Hamilton, last July, during the first year of the campaign, I felt it my duty to particularly point out that it must never be forgotten that this 'Save the Surface' campaign is conducted on behalf of the trade generally—as a booster for business it is true—but still more as a conservation programme, and that it never has in mind the development of sales of any particular brand or kind of paint or varnish, but

Continued on page 64

THE BOECKH Trade-Mark

MEANS much to the dealer. It represents the endorsement of the Boeckh Company, Ltd. It is their assurance to dealers and consumers that the product bearing it is up to the high standards and traditions that have been maintained since the establishment of the business in 1856. It is the mark of the Boeckh Company's confidence and pride in their goods and a promise to dealers and consumers. The consumer has learned by satisfactory experience that this trade-mark assures more than satisfactory performance of the product in actual service; consequently, the man who sells Boeckh's Brushes finds his old customers greater purchasers than ever, and new customers, favorably impressed by the experience of their friends and neighbors, coming to him to purchase Boeckh's Brushes under the friendly protection of this famous trade-mark. They remember the dealer favorably who sells them Boeckh's Brushes.

Every Brush Guaranteed

The Boeckh Company, Ltd.

Toronto, Canada

Established 1856

If interested, tear out this page and keep with letters to be answered.

UNDERLYING IDEA OF "SAVE THE SURFACE"

(Continued from page 62.)

I believe to-day there is little necessity for me to insist on this characteristic as it has been so carefully safeguarded as to be by this time well recognized throughout both countries.

"The campaign is in its second year. The intention is to conduct it for a minimum of five years. Advertising, no matter whether educational and co-operative, or merely familiarizing and proprietary, must of necessity be cumulative.

"Public apathy takes a repetition of blows to break down and we believe that the evidence we have during this second year of results being so much greater than during 1919 proves that by the time the campaign is well along in its course, its value will be recognized on all hands.

"It is proposed that this meeting shall be but the first of a series of similar meetings to be held throughout the country. The next one will probably be held in Toronto, and having that in mind we have not asked subscribers to go to the expense of bringing their Middle and Western Ontario representatives to Montreal.

"We would not be surprised if it will be an evident advantage to spend a whole day at our next convention.

"I do not wish to conclude my remarks without referring to a difficulty that possibly exists in making it easy for the salesmen of the paint and varnish houses, for the paint dealer and for the painter to link up his own activities with the activities of the 'Save the Surface' campaign in such a manner as to produce the most satisfactory results for himself.

"Any one of these individuals is apt to feel that the committee is doing probably some good, that no doubt a certain number of people will be influenced by the "Save the Surface" advertising, and that the conservation of property by means of paint and varnishing will be increased, but they are very apt to regard it as general rather than particular, and be willing to await developments rather than to strain every effort to develop particular instances themselves.

"This condition, natural and forgiveable as it is, is one of the chief occasions for the projection of this series of conventions. It will be the purpose of the speakers this afternoon to show you how you can, as it were—cash in, link up and crystallize the situation to your own advantage and to the advantage of those with whom you are associated."

BOAT SEASON BRINGS DEMAND

(Continued from page 60)

suggested that four coats of enamel to boat construction will bring the best results.

For those desiring to take extra care and trouble the following process is suggested for the finishing of a boat. Coat the wood with a good spar varnish and then apply aluminum leaf over all. Over the leaf apply a coat of spar varnish or enamel. This method is said to give the highest degree of moisture and water resistance. In the case of boats which have been painted from season to season it is advisable to have all the old coatings removed and the hull scraped and then left for several days to dry, after which an enamel coating can be built up as suggested.

Having definite knowledge with which to impart expert advice to the customer, is one of the biggest factors in the successful selling of any line of paints or varnishes, and particularly finishes the application of which is as technical as those for boats and other work submerged in water.

How Hardwaremen Advertise Paints---No. 8

AN attractive layout with the judicious use of bold face type in upper and lower case make a forceful announcement of the ad. reproduced herewith as written by Owen & Birmingham, Campbellford, Ont.

The word paints appears twice on the same line to catch the attention, an exclamation mark being placed after the second word. This is followed by the statement "I know the best paint to use" as coming from the Little Paint Man as illustrated. Plenty of white space is left so that the introduction stands out clearly. Then the body of the advertisement comes, which reads as follows: "For the man who is about to paint his home or other buildings there is the choice of three materials: Cheap mixed paint; Hand-mixed lead and oil; Good prepared paint.

"There is so much controversy about which is the best to use that it is hard for anyone not a paint expert to arrive at a decision. Here it is in a nutshell."

The announcement then goes on to indicate the weak points of the cheap mixed and hand-mixed lead and oil variety. A number of important points are made in the data given in this ad. and it is by giving such information that the reader's interest is secured.

Paints, Paints!

I know the best paint to use

Says the Little Paint Man.

For the man who is about to paint his home or other buildings there is the choice of three materials:

Cheap Mixed Paint Hand-mixed Lead and Oil
Good Prepared Paint, such as SWP

There is so much controversy about which is the best to use that it is hard for anyone not a paint expert to arrive at a decision. Here it is in a nutshell.

Cheap mixed paint is a poor buy—it's cheap, it's shoddy, it won't wear or give satisfaction. So it isn't worth considering.

Hand-mixed lead and oil is good as far as it goes, but it is impossible for anyone with a paddle and bucket and working by rule of thumb to make as good a paint as that which is worked out on a strictly scientific formula and mixed and ground by powerful machinery.

Good prepared paint, such as Sherwin-Williams Paint (SWP), will give the best of results. It is made of Pure Lead, Pure Zinc, Pure Linseed Oil and the necessary coloring pigments and driers, all combined according to exact scientific formula, the result of over 40 years' experience in paint making, and mixed and ground by powerful machinery designed especially for the purpose. The result is a paint that covers most surface and wears longest.

Just call and get color cards and all information. XX772

Full line of Shelf and Heavy Hardware. Prices right.

Owen & Birmingham

The Bridge Street Store CAMPBELLFORD Next door to W. I. Stillman

The Luxeberry Painter Says:

The cow that gave a good pail of milk and then kicked it over reminds me of home-builders who pay for handsome interior trim and then allow it to be spoiled with cheap or unsuitable varnish. If I do your next job you will get a finish you will be proud of, and it will be produced with Berry Brothers Varnishes, Enamels and Stains.

It is the earned confidence in "Berry" Finishes that has created the great and always growing confidence for them.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance, Ltd., Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONT.

Pump Portion of Bowser System

Get Ready For Spring Paint Profits

Someone will get the big Spring Paint Trade. You may as well have your share of it. There is a good profit in it for you if you handle it and sell it with Accuracy, and Eliminate the Losses that are common in so many stores.

BOWSER Safe Oil Storage Systems

Enable you to sell Oils at a profit, because they measure Accurately and Save you time. A few turns of the pump handle and you have the exact amount asked for, and the price for odd quantities figured for you. Let a Bowser System do the work and make money for you.

Send to-day for our literature. It will show you ways of improving your store generally.

S. F. Bowser Co., Ltd, 66-68 Fraser Ave. TORONTO, ONT.

LONDON—32 Victoria St. S. W. 1.
HAVANA—Lonja del Conercio 427
PARIS—5 Rue Dennis-Poisson
SYDNEY—6 Castlereagh St.

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, May 13.—Great difficulty is being faced with regard to supplies of flaxseed, and the embargoes placed against movement of freight from United States points are causing much anxiety. Seed shipments from the West are light, and HARDWARE AND METAL understands that there is not much seed available there. Besides, heavy supplies are awaiting trans shipment from New York to Canadian crushers. There is an active demand and jobbers and crushers have many orders on file for filling which cannot now be executed. It may be some time still before there is a wide relief.

Turpentine is scarcer than ever. As a matter of fact there are no quotations available from the jobbers, who are, in many instances, requiring every barrel of turpentine they can obtain.

Putty and lead in oil are steady and both active. Various cold water paints are firming and advances may soon be made. Mixed paints and specialties are selling very freely. Varnish sales are reported brisk, and the undertone is firm. If any change is made in varnish, which is not improbable, it will be in the way of an increase.

Linseed Oil Will Continue to be Scarce

Montreal.

LINSEED OIL.—Crushers and jobbers alike are very much disturbed over the tie-up of traffic which has caused various carriage companies to place embargoes against shipments. This has worked great hardship on the flaxseed crushers. With hundreds of thousands of dollars' worth of flaxseed en route to this market, but with embargoes emplaced against moving them, the local market is quite bare of oil, that is, in a large way. Only single barrel lots are being quoted on, and these at unchanged prices of $2.70 to $2.80 per gallon, raw basis. Little seed from the Canadian West is said to have come along, and as a matter of fact several crushers report that there is little to be had from that source.

Practically Off the Market Is Turpentine

Montreal.

TURPENTINE.—There has been practically no stock of turpentine on the local market for some time, and each day seems to bring a more acute situation. The tendencies are naturally very firm under this shortage. With railway transportation very much involved, and embargoes placed against the movement of these goods it is improbable that there will be, for some time, extended relief. Jobbers have been unable to take care of orders for more than limited quantities, and prices are withdrawn for the time being.

Turpentine—	Imp. Gal.
Single barrels	....
Small lots	....
(Packages extra.)	

Putty Material Hard to Get; Glass Moving

Montreal.

GLASS AND PUTTY.—Prices on putty have been steadily maintained and there is a good sale for the same. Whiting is very high in price and hard to obtain.

GLASS.—Some arrivals from Belgium are reported, and there is a steadily heavy demand, with the undertone firm, but with no changes made.

Much Selling Still of White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—Prices have been maintained on white lead in oil without change, but there is likely to be a maintenance of the basis, providing that present difficulties continue with regard to containers, etc. The sheet steel situation is acute; prices are likely to remain high on containers, and linseed oil prices, too, are remaining abnormally high. Five ton lots are selling at $19.50 per 100 lbs., standard grade, ton lots at $20, and smaller quantities $20.35. Much active buying is still reported and the trade is heavier, in some respects, than for some time at this season of the year.

Much Business For Paints and Specialties

Montreal.

PAINTS, SPECIALTIES.—All paint makers report the same thing these days, in one respect, and that is that business is very active. It is just a matter of getting orders filled, and they are so frequent and the volume so great as to tax the abilities of the manufacturers to handle them.

Raw materials are not easily obtained. As a consequence of this, and owing to their high cost, revisions on some lines are probable. Cold water paints, for instance, are very firm, and owing to the scarcity and increased cost of the binders used in them, together with whiting scarcity and high cost, advances may come at any time.

TORONTO

THE movement of all paint and paint commodities has been greatly stimulated in the past few days, and all in the trade are enjoying a heavy turnover. Linseed oil is still very scarce and local stocks are very light. Little seed is coming and no lower prices are looked for till the situation shows some relief. Turpentine is also scarce and local jobbers and importers have practically no stocks to offer.

The whiting situation has shown no improvement and putty prices may be advanced if larger quantities do not come forward more freely. This is also true of cold water paints, and difficulty is experienced in securing sufficient quantities.

Prices on all lines are firm although no price changes have been made this week. Collections are very satisfactory, and with the prospects of large building operations many are looking forward to a heavy turnover.

Prepared Paints Have Heavy Demand; Firm

Toronto.

READY PREPARED PAINTS.—The prices on this commodity are steadily firm and raw materials are gradually getting much scarcer, and although no higher prices are looked for immediately many are wondering what the future will show, especially if the turpentine and linseed oil situation is not relieved. Manufacturers state that they are very well satisfied with the present business that is being offered and that they are shipping large quantities. Notwithstanding the cold weatner which has prevailed more or less during the last two or three weeks, sorting orders have been coming in very satisfactorily. The present quotations are as per current quotation pages.

White Lead in Oil Prices Firm; Remain Unchanged

Toronto.

WHITE LEAD IN OIL continues to show a fair demand although the season has been rather backward for the

Another Ramsay Surface Saver

One of the Boosters of the Big Ramsay Sales Volume

"Save the surface and you save all" *Paint & Varnish*

A. Ramsay & Son Company

Makers of Properly Preserving Paints and Varnishes for 78 years

Toronto **MONTREAL** **Vancouver**

Edmonton District:
Revillon Wholesale Limited, Edmonton

Calgary District:
The McDonald-Baker Co., 818 8th Ave., W., Calgary

If interested, tear out this page and keep with letters to be answered.

past week or so. However, corroders believe that this situation will soon be overcome by several bright days of warm weather. The quotation on pure white lead is $23.05, while the various proprietary brands are being quoted at $20.35 per hundred pounds in ton lots; les than ton lots are 35c per hundred pound higher than these quotations.

Window Glass Firm; Stocks Still Light

Toronto.

GLASS.—There continues to be a considerable scarcity of glass, although jobbers state they are able to handle any business that is being offered at present, and while business is very heavy for this season of the year compared with past years it is their opinion that present offerings are very light to what will be expected during the latter part of the summer months, when builders and house owners, etc., are anxious to get their window openings filled in before the fall and cold weather come in. However, it may be that the situation will have had some relief by that time and many are hoping for good business providing they can get the stock to sell. The price on window glass is as per current page.

Cold Water Paint, Putty, Etc., Scarce; No Whiting

Toronto.

COLD WATER PAINTS.—The great scarcity of whiting, which has prevailed for a considerable time, has not yet been relieved and manufacturers state if anything the situation is becoming worse. This has a serious effect on cold water paints, and other commodities depending on whiting for their manufacture. Some have it that there is considerable Belgian and other grades of whiting on the market, but state that they are lacking certain qualities that the English whitings possess and which are essential for the manufacture of this commodity. The present prices are as per current quotation pages.

PUTTY.—The putty situation is practically unchanged and the above conditions also apply to this commodity, which has a tendency to make the present quotations very firm, although prices have been unchanged and are as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$6 85	$7 10	$7 45
Do., in 100 lb. irons	7 70	7 95	8 30
Do., 25-lb. irons	7 95	8 20	8 55
Do., 12½-lb. irons	8 20	8 45	8 80
Bladder, in barrels	8 60	8 85	9 20

Pure Putty, $2.50 cwt. advance.

Ottawa prices are 25c; Hamilton 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

Turpentine Stocks Nearly Exhausted; None Coming

Toronto.

TURPENTINE.—Very little relief has been shown on the turpentine situation and jobbers and importers report very light stocks on hand and in many cases it is believed that some have no turpentine to sell and those that have stocks are selling only in small quantities in order to make their present supplies hold out until the arrival of the new crop.

The present scarcity is solely attributed to the tie-up of the American railroads, and importers state that they have considerable turpentine in transit but it has been tied up with the recent embargo which is prevailing on the United States railroads. It is the opinion of some that this strike is in no way settled yet and some would not be surprised if it were to hang on indefinitely. This being the case jobbers state there will be a famine in turpentine unless some relief comes from other sources, which they state seems improbable at the present time.

No one seems to have barrel quantities to sell, and any that have supplies are selling in lots of from 5 to 10 gallons at prices ranging from $4 to $4.25 per gallon.

Turpentine—	Per imp. gal.	
1 barrel lots	....	....
2 to 4 barrel lots	....	....
5 gal. lots	....	4 25

Linseed Oil Sppulies Light; Prices Firm

Toronto.

LINSEED OIL.—Practically no improvement has been shown in the linseed oil situation and stocks are gradually becoming depleted. In some cases crusher have been forced to close down or work on part time for the want of seed, and while they state they have bought and paid for many cars of flax seed, which is in transit, they claim they are unable to get delivery on account of the embargo which is prevailing on the United States railroads.

It was expected that the Canadian market would reveal some Canadian flax seed, but this does not seem to have been the case, and the Canadian market shows very little home grown seed, it is stated.

Some report that English oil has been coming on the market and that they have been able to obtain small shipments. It is believed, however, that the English crushers will be unable to send enough of their product to this market to relieve the situation or even affect the price, as the demand is so keen and supplies so slow it is believed. The present quotations are as follows:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	2 87	2 95
3 to 5 barrels, gal.	2 86	....
10 barrels and over, gal.	2 84	....
	Boiled	
1 to 2 barrels, gal.	2 90	2 98
3 to 5 barrels, gal.	2 89	....
10 barrels and over, gal.	2 87	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal higher than single barrel price.

Fix Prices of Natural Gas in Ontario

Toronto, Ont.—In order to encourage production and exploration in the natural gas fields, as well as to promote conservation of the supply, the Ontario Government proposes to give authority to the Natural Gas Commissioner to fix prices, "notwithstanding the terms of any special Act or letters patent, agreement, franchise bargain or other instrument as between the producer, transmitter or distributor and the consumer," where it is found that such action is necessary for conserving the supply, prolonging the service to the consumer and furthering the search for and development of new sources of natural gas supply.

The Minister expressed the opinion that a more uniform price for natural gas would tend to conservation. It would also be an important influence in encouraging development and discovery since the Government proposed in making provision for price increases to exact as a condition that a specified amount should be spent on exploration, etc.

To Regulate German Production of Iron and Steel

The "Iron Parliament," which is to regulate the whole of Germany's production, sale and foreign trade in iron and steel, has now been organized with headquarters at Dusseldorf. It will be organized into two groups—one for pig iron, ferro-manganese and ferro-silicon, and the other for half-finished goods, railway material, form and bar iron, rolling mill products, plates and tubes. The "Iron Parliament" will consist of seventy representatives of producers, traders and consumers. In each of these groups employers and employed will be equally represented.

Dougall Varnish Lists

The Dougall Varnish Co., Ltd., Montreal, have prepared several price lists and booklets dealing with varnishes of their manufacture. "Dealers' Descriptive List" is the title of one, giving, as the name implies, information relative to many of their products. Another, "Dougall Motor Car and Carriage Varnishes," describes finishes of this nature. In addition, list prices are given on a separate folder. Any of these may be obtained by readers of HARDWARE AND METAL by addressing the above-named company, Manufacturers' Street, Montreal, Que.

Roumania Orders Canadian Paints, Varnishes and Brushes

Ottawa.—Included in the orders placed by Roumania under the twenty-five million dollar credit extended by Canada, are orders for paints, varnishes and brushes from Canada valued at $222,506.

Write Glidden

Write for the Glidden proposition.

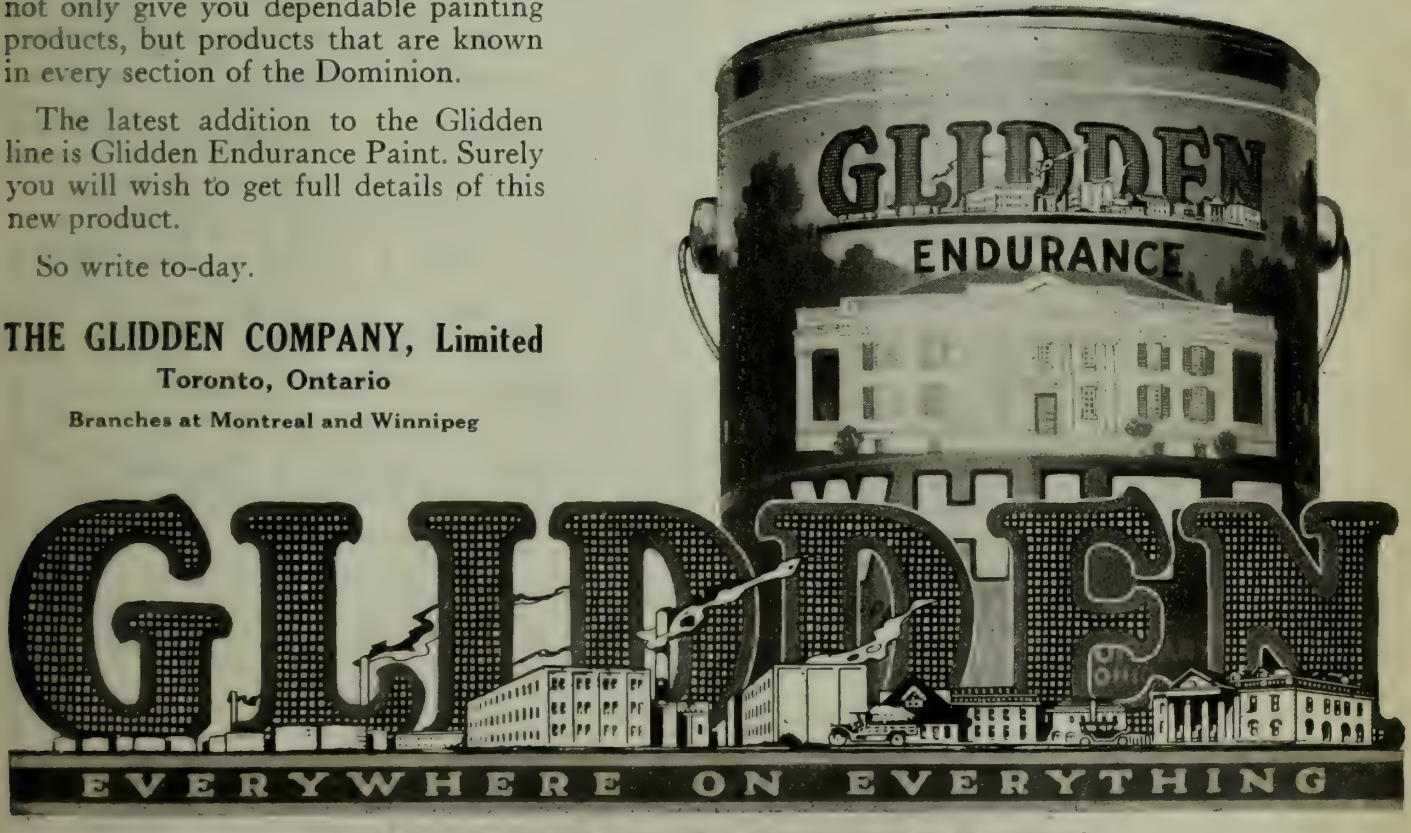
Do it now while there is still time to lay your plans for the spring campaign —while there is still time to get the jump on the other fellow with a quality line and a complete line.

Remember there will be no obligation but you will have an opportunity to study a truly worth while offer that will not only give you dependable painting products, but products that are known in every section of the Dominion.

The latest addition to the Glidden line is Glidden Endurance Paint. Surely you will wish to get full details of this new product.

So write to-day.

THE GLIDDEN COMPANY, Limited
Toronto, Ontario
Branches at Montreal and Winnipeg



If interested, tear out this page and keep with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Advance 25% on American list.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	13 25	14 50
Hunters' Axes	12 50	14 50
Single Bits, doz.....	17 00	19 50
Double Bit	21 75	24 25

On weights heavier than base add to list as follows:

Group 2....$ .25		Group 3....$ .50	
Group 4.... .75		Group 5.... 1.00	
Group 6.... 1.25		Group 7.... 1.75	
Group 8.... 2.25		Group 9.... 2.75	
Group 10.... 3.25			

Bench—No. 1, doz............	$17 50
No. 2, doz............	20 00
No. 3, doz............	22 50
No. 4, doz............	24 50
No. 5, doz............	27 00
No. 6, doz............	30 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a l .

BELTING (Leather)

Discounts apply to **Revised List** of Feb. 14, 1907.

Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$3.00.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16.....$	6.00	13/16.....	$12.00
4/16.....	5.00	10/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
13/16.....	8.25	28/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$11 00
1—18 x 24	10 78	12 92
2—18 x 28	12 10	15 12
3—20 x 30	13 86	18 15

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$2 50
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	....
Diamond King (glass)......	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	6 00
Jubilee	6 65
Neptune	6 00
Newmarket King	6 65
Original Globe	6 75
Pony	2 75
Royal Globe	6 00
Solid Back Globe	6 75
Standard Globe	6 00
Surprise	....
Supreme Zinc	....
Western King (enamel)	9 00

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	15 00
30-gal., extra heavy	$18 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. diameter and smaller, 6 in. and shorter, 10%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 15%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, net.
Machine Bolts, 7-16 in. dia. and larger, net.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Square Head Blank Bolts, net.
Bolt Ends, net.
Plow Bolts, 5%; all others plus 20%.
Elevator Bolts, large head, net. corrugated head, 30%.
Fancy Head Bolts, net.
Shaft Bolts ($3 list), net.
Step Bolts, large head ($3 list), net.
Whiffletree Bolts, net.
Nuts, square, blank, add to list, $2.00.
Nuts, square, tapped, add to list $2.25.
Nuts, hexagon, blank, add to list $2.25.
Nuts, hexagon, tapped, add to list, $2.50.
Stove Bolts, 47½%. Tire Bolts, 35%.
Terms 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. .11c-12c
F.O.B. Montreal, London, Toronto.

BRASS — Base

Sheets, 24 gauge and heavier, base	$0 39
Rods, base ½ to 1 in., round	0 36
Tubing, seamless, base.	0 45

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS — **Wrought Steel:—**

No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844.........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., **$3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.**

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS. HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00

F.O.B. Montreal, Toronto, Hamilton.

Good Morning, each........	1 60
Lookout	2 00
Sleepmeter	2 15

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$.....
Clothes Bars, No. 1.........	14 40
No. 2	19 00
No. 3	14 40
No. 4	18 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $0 93

CLOTHES LINE REELS

	Doz. net
No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 85	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 25%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$1 85
No. 121	1 96
No. 127	2 80

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 41	0 41
Plain Tinned, 16 oz. and heavier, lb.....	0 45	....
Polished and Tinned, 16 oz. and heavier, lb.	0 50	....
Tubing, lb.	0 46	0 47

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., **62½, f.o.b. Toronto and Hamilton.**

CORD (SASH)

No. 6, lb.	$1 10
No. 7, lb.	1 09
Nos. 8, 9, 10, 12..........	1 08

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS. $10.25 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:
2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....
Prices withdrawn

DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank List each.

⅛.........	$0.45	10/32......	$1.20
5/32.......	.45	⅝..........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼..........	.60	23/32......	1.60
9/32.......	.65	¾..........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜..........	.90	27/32......	2.00
13/32......	.95	⅞..........	2.10

WHITTALL CANS

for

Meats Vegetables Milk Syrup Fish Paint Etc.

PACKERS' CANS

Open-Top Sanitary Cans

and

Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

MONTREAL

Established 1888

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316.

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

The dealer who carries the well-advertised line of bicycles is going to be the leader in his district this year. The bicycles in demand are the

C·C·M·

Massey, Perfect, Red Bird, Ivanhoe, Cleveland, Columbia, Gendron. 90% Made in Canada—100% Value.

Let us know your needs by the first mail. We will give you quick delivery and help you to success.

Canada Cycle & Motor Co., Ltd.

Montreal, Toronto, Weston, Ont., Winnipeg, Vancouver

If interested, tear out this page and keep with letters to be answered.

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills 42½%
Blacksmiths', ½-in. shank.. 27½%
Straight Shank 27½%
Straight Shank, wire...... 27½%
Taper Shank 27½%

DUSTERS, HAND
O-Cedar $9 00
Discount 30%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer........ 50
Nov. 1, 1899. %
Kearney Foot, Arcade.... 50
J. Barton Smith, Eagle..... 50
P. H. and Imperial 50
Disston Brand 40
Globe 50
Nicholson 27½
Black Diamond 27½
Delta Files 20
Firth Files 50
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, net list; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under. 30%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 70	0 80
B	0 28	0 39
C	0 18	0 28

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4- in. and under	60%	..
4½-in. and larger	50%	....

4- in. and under, running thread, 80%

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.
Over 40 lbs. and 2 in. thick..$3 50
Under 40 lbs. 4 25
Ri-Treadle, each 7 00
Cycle BB 9 40

GRIND STONE FIXTURES
Doz.
No. 22 .... $ 9.00
No. 33 .... 10 70
No. 2½ 11 15
No. 3 .... 11 70
F.o.b. Toronto.

HALTERS, LEATHER Doz.
Russet, rope tie, 1 in. 13 80
Black, rope tie, 1 in. 14 00
Black, rope tie, 1¼ in. 16 80
No tie, 1 in. 21 60
No tie, 1¼ in. 24 60

HALTERS, ROPE Doz.
Sisal, 7-16 in. $24 75
Do., 9-16 in. 37 50
Jute, 7-16 in. 24 75
Do., 9-16 in. 37 50

HAMMERS, SLEDGE
Can, 5 lbs. and over, cwt..$19 25
Under 5 lbs. 24 00
Masons, 5 lbs. and over, per cwt. 22 00
Masons, 5 lbs. and under... 27 00
Napping, up to ? lbs. ....
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)
All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR
List
Atlas, No. 0 .... $13 30
Atlas, No. 1 .... 13 80
Atlas, No. 2 .... 15 80
Stearns, 4 in. 9 75
Stearns, 5 in. 13 20
Perfect, No. 1 .... 10 45
Canada 13 25
Hatch 13 25
National 15 00
America 18 00
Great West 30 00
Storm King and safety hangers, doz. 14 00
Steel track, 1¼ in. 9 00-12 00
F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC
Glower Heater 9 00
Heatray Heater 11 00
Discount 25%.
Majestic, 1 Burner $10 00
Majestic, 2 Burner 15 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 5%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES

Patterns	Sizes made	Price per keg No. 2 and larger	No. 1 and smaller
		Less 20c.	
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	.....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN Toronto
Corrugated, ½ in., 100 ft....$23 00
Corrugated, ⅝ in., 100 ft.... 26 00
Corrugated, ¾ in. 29 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS, (SAD)
Mrs. Potts, No. 55, polished, per set $2 20
Mrs. Potts, No. 50, nickel-plated, set 2 30
Mrs. Potts, handles, japanned, doz. 1 50
Sad irons, common, plain, 3, 4 and 5 lbs. 9 20
Sad irons, plain, 6 lbs. up.. 7 00
Sad irons, common, plated. 5 50
Canadian Beauty Electric Irons—New Style, each 5 44
Hotpoint Domestic Electric Irons, each 5 25
F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY
Spear Point $16 50
Lightning 15 00
Heath's 15 00

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.	
20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 33	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 38
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short Globe, plain $12 50
Do., Japd. 13 25
Long Globe, plain 12 50
Do., Japd. 13 25
Dash, plain 15 50
Do., Japd. 16 25
Do., Search (r'nd reflec.) 17 00
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen
Cold blast, short 1 20
Cold blast 1 00 1 10
3 doz. cases, $1.10 doz.; 6 doz. cases, $1.10 doz.
Cold blast, genuine ruby....$4 75
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz
Steel Thumb, No. 2 .... $2 25
Steel Thumb, No. 3 .... 2 00
Steel Thumb. No. 4.......... 4 75
Barn Door, No. 5 .... 2 75
Barn Door, No. 9 .... 5 10
F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)
List each
Canadian $12 50
Dowswell 12 50
Noiseless 16 25
Hamilton 13 50
Peerless 13 00
Snowball 18 75
Momentum 20 25
New Century, style A...... 18 00
New Century, style B...... 20 00
New Century Electric...... 155 00
Playtime, engine drive 26 00
Ideal Power 27 00
Seafom, electric, style A .. 120 00
Seafoam, engine drive 55 00
Sunshine 10 25
Popular, No. 2 .... 12 50
Economic ....
Popular, No. 1 .... 13 00
Champion 20 25
Blue Bell, without stand...... 18 00
Puritan Water Motor Washer, complete .... [illegible]
Hydro, 1 Tub, engine drive [illegible]
Do., do., electric .... [illegible]
Low pressure water motor washer, each 28 00
Connor ball-bearing, with rack 21 00
Perfection, engine drive 65 00
Perfection, electric 124 00
Beaver 26 00
Beaver, power 27 00
Connor Vacuum 26 00
Patriot 23 00
Jubilee 11 25
Canada First 23 00
Less 20%.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.
Tinsmiths, 2½ x 5½ in.......$2.40
Carpenters', No. 3 .... [illegible]
F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS
Cutter, doz. .... [illegible]
Pick, doz. .... [illegible]
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD
Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 75
No. 8, dozen 49 75

MOPS Doz. Net
Liquid Veneer $14 00
O-Cedar, less handle 12 60
Do., with handle 14 70
S. W. Mops, complete.......... 6 00
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 .... 2 85 3 35
Crank wringing 8 25- 9 00
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN
Adanac 35%
Woodyatt 25%
Empress 25%
Mayflower 25%
Star, Ontario, Daisy 25%
Each, Net
Mod. K, 3-Blade, 14 in..... $ 7 48
Mod. C, 4-Blade, 16 in..... 8 80
Mod. C, 5-Blade, 16 in..... 9 10
Mod. BB, 5-Blade, 18 in... 11 40
Mod. BB, 5-Blade, 20 in... 12 00
F.o.b. Toronto, Guelph. London, Hamilton, Brockville.

NAILS
List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier. 25c over base.
Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $5.75 base; Toronto, $6.10.
F.o.b. Montreal, $5.85 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich; f.o.b. factory prices, carload freight allowed, ...
Sault Ste. Marie, Port Arthur, Fort William, $6.00 base, f.o.b. factory; no freight allowance
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.
Miscellaneous wire nails, 50% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT
Montreal, $6.35; London, $7.50 base; Toronto, $6.85.
Roofing Nails — American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.
London—Kegs, $10.75; 25-lb. box, F.o.b. Montreal, Toronto, Hamilton; $11.75.

"61" Dealers Get the Big Ones!

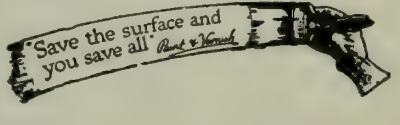
WHOPPERS! — and they *don't* get away! On the contrary, sales come thick and fast. There's no nerve-racking, profit-sacrificing angling for business with "61" Floor Varnish. It is simply a case of selling a quality product to meet a demand created and sustained by high-grade national advertising.

This advertising — begun twelve years ago — has built up a reputation for "61" as *the dependable* heelproof, marproof, waterproof floor varnish.

People have been finishing their floors with "61" for over thirty years. They know how it will "stand up." These lustrous, semi-transparent colors stain and varnish in one operation. They are smooth, clean and clear, and stand out in a class by themselves! "61" Floor Varnish *moves fast* because it is *known* as *the* all 'round, high-grade household varnish.

Effective dealer helps tie up live dealers' stores to the national advertising and assure steady sales and satisfactory profits.

Write today for the details of the very attractive Dealer Proposition.



PRATT & LAMBERT-INC.
VARNISH MAKERS 71 YEARS
24 COURTWRIGHT ST., BRIDGEBURG, ONT.
FACTORIES
BRIDGEBURG, ONTARIO
NEW YORK BUFFALO CHICAGO

"61" FLOOR VARNISH
for Floors, Furniture and all Woodwork
Made in Natural Wood Stain Colors

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 50
No. 6	6 25
No. 7	6 00
No. 8	5 75
Nos. 9 to 12	5 50

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 16-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1-in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible— Per rod
- 1848 .... $1 05
- 2060 .... 1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—
- 24-inch, per roll 5 50
- 36-inch, per roll 7 15
- 48-inch, per roll 8 35
- 60-inch, per roll 9 85
- 72-inch, per roll 11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Best (American) $23 70
Clipper (spun) 23 70
Clipper (unspun) 22 00
U.S. Navy (spun) ....
U.S. Navy (unspun) ....
Plumbers' (spun) 11 00
F.o.b. Montreal, Toronto.

OILS Toronto

Royalite, gal. 0 26½
Palacine, gal. 0 29½
Gasoline, net, gal. 0 37
Gallon
Black oil (summer) 0 20½
Black oil (winer) 0 21
Imperial Kerosene tractor 1 25
Capital, cylinder 0 82½
Machine oil, regular grades 0 47½
Standard gas engine oil... 0 52
Paraffine 0 31
List, less 15% on above.
Polarine Oil, list 1 25
Polarine Oil, heavy, list.. 1 25
Polarine A, list 1 25
Gargoyle Mobiloil E and Arctic 1 45
Gargoyle Mobiloil, B 1 85
Gargoyle Mobiloil BB 1 75
Gargoyle Mobiloil A 1 60
List, less 25% on above.
Fuel oil, bbls. net 0 18
Fuel oil tank cars, net 0 16

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING Per lb.

Fine jute $0 22
Coarse jute 0 16
Hemp 0 36
Square braided hemp 0 38
No. 1 Italian 0 44
No. 2 Italian 0 36
F.o.b. Toronto, Montreal.

PAILS, WOOD Doz.

2 Hoop $5 00
3 Hoop 5 35
Stable 8 41

PAPER

Per 400-ft. roll	Montreal	Toronto
Dry Fibre, No. 1, Anchor....	$1 40	
Dry Fibre, No. 2, Anchor....	0 95	
Tarred Fibre, Anchor, No. 1..	1 50	
Tarred Fibre, Anchor, No. 2..	1 12	
Rosin Sized Sheeting, blue..	1 10	
Surprise Fibre	0 97	
"Stag" Sheathing	0 97	
Tarred felt, per cwt.—		
7, 10 and 16-oz.	5 55	
Cyclone (dry)	1 40	
Cyclone (tarred)	1 50	
Joliette (sheathing)	0 95	
Joliette (tarred)	1 12	
Monarch Sheathing (per 100 lbs.), white....	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	**0 12**	**18½**
Carpet Felt, 16, 20, 24 oz., 100 lbs.	8 00	
Straw, sheathing, heavy, dry, cwt.	5 30	
Do., tarred, per cwt.	5 45	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

In barrels, 250 lbs., lb. 0 14
Barrels of 5 lbs., cotton bags, lb. 0 15
In kegs, 125 lbs., lb. 0 16
In 50-lb. boxes, lb. 0 18
In 25-lb. boxes, lb. 0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz....	11 50	11 80
6 to 7 lbs., doz....	12 50	12 80
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES Per case

5 gross, 4-in. (loose) 2 00
4 gross (cartons), 4-in. 2 00
Spring, 2 grs. box 1 75
F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 44—April 8, 1920

Standard Buttweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 13	7 26	5 43	7 56
⅜ in..	5 13	7 26	5 43	7 56
½ in..	6 84	8 42	7 27	8 84
¾ in..	8 45	10 58	9 03	11 16
1 in..	12 50	15 64	13 35	16 49
1¼ in..	16 91	21 16	18 06	22 31
1½ in..	20 21	25 30	21 59	26 68
2 in..	27 20	34 04	29 05	35 89
2½ in..	43 00	53 82	.....	.....
3 in..	56 23	70 38	.....	.....
3½ in..	71 30	88 32	.....	.....
4 in..	84 48	104 64	.....	.....

Standard Lapweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$30 90	$37 74	$34 60	$41 44
2½ in..	45 34	56 16	51 19	62 01
3 in..	59 29	73 44	66 94	81 09
3½ in..	73 14	90 16	82 34	99 36
4 in..	86 66	106 82	97 56	117 72
4½ in..	0 98	1 23	1 24	1 49
5 in..	1 15	1 44	1 44	1 73
6 in..	1 49	1 86	1 87	2 25
7 in..	1 94	2 43	2 42	2 90
8L in..	2 04	2 55	2 54	3 05
8 in..	2 35	2 94	2 92	3 51
9 in..	2 81	3 52	3 50	4 21
10L in..	2 61	3 26	3 25	3 90
10 in..	3 36	4 20	4 18	5 03

Terms, 2% 30 days, approved credit.

Freight equalised on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

	Plain List
2 in., in 10-ft. lengths, list.	**$ 8 00**
3 in., in 10-ft. lengths, list.	**9 70**
4 in., in 10-ft. lengths, list.	**12 80**
5 in., in 10-ft. lengths, list.	**17 50**
6 in., in 10-ft. lengths, list.	**21 30**

Add 5% to list.
F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in. **15%**
Medium and extra heavy pipe, **2, 3, 5 and 6** **10%**
Medium and extra heavy **fittings, 2 to 6 inch** **25%**
8 inch pipe and fittings **5%**
F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl....$10.00-$10 50
Navy pitch, per bbl. 6 50
Coal tar pitch, per cwt. 1 20
F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, doz. $13 20
Triumph, doz. 11 00

PLATES, CANADA

Prices nominal,	**Montreal.**	**Toronto**
Ordinary, 52 sheets..	$9 25	....
Do., 60 sheets	9 35	....

PLATES, COKE, TIN

	Tor.	Mont. Per box
IC, 20x28 112 sheets.	....	27 00
IX, 20x28 112 sheets.	....	30 00
IXX, 20x28 112 sheets.	....	33 00
IXXX, 20x28 56 sheets.	....	18 00

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

Nominal
IC, 14x20 base **$15 00**
IX, 14x20 base **17 00**
IXX, 14x20 base **19 00**
F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $24 00
F.O.B. Toronto or Montreal.

POLISH (O-Cedar) Doz. Net

4-oz. bottles 2 10
12-oz. bottles 4 20
1-qt. can 10 50
½-gal. cans 16 80
1-gal. cans 25 20
Net.

Liquid Veneer— Doz. Net
4-oz. $2 40
12-oz. 4 80
32-oz. 10 00
64-oz., each 1 34
128-oz., each 2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40
No.		Each
70		$6 75
80		6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. **Montreal, Toronto, London.**

ROOFING Per square Toronto

Samson, 1-ply, roll $2 80
Samson, 2-ply, roll 3 25
Samson, 3-ply, roll **3 80**
Everlastic, 1 ply $2 25
Everlastic, 2 ply 2 65
Everlastic, 3 ply 3 05
Panamoid, 1 ply 2 10
Panamoid, 2 ply 2 45
Panamoid, 3 ply 2 80
Red Star Ready Roofing, 2-ply 2 10
Do., 3-ply 2 50
Liquid roofing coating, per gal., in barrels 0 60
5 and 10 gal. lots, per gal... 0 75
1 gal. cans, gallon, doz. 10 20
Coal Tar (refined), bbl. 8 50
Coal Tar (crude) 7 25

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis **35½**
Beaver Manila basis **28**
New Zealand hemp basis ... **28**
Sisal basis **22½**

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in. ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis **22½**
Double lath yarn 28
Yacht marline, tarred 57
Halyards 50
Hemp, deep sea line basis .. 50
Hemp, tarred ratline basis .. 48
Hemp, tarred bolt rope basis 45
Marline and Houseline 45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.
Cotton, ⅛ in. 0 98
Do., 5-32 in. 0 97
Do., 3-16 in. 0 94
Do., ¼ in. and up 0 92½
F.o.b. Toronto, Montreal, London, Brantford, Hamilton.

TAPES, MEASURING (LUFKIN)—

Each
263—50 ft. Challenge, Steel. $5 25
103—50 ft. Reliable Jr., Steel 5 35
243—50 ft. Rival, Steel 4 67
1243—50 ft., Rival Jr., Steel 4 35
603—50 ft., Metallic 3 75
604—66 ft. 4 35
403—50 ft., Linen 2 85

Dozen
713—50 ft., Ass Skin 8 40
714—66 ft., Ass Skin 10 20
143—3 ft., Steel Pocket 8 30
145—5 ft., Steel Pocket 11 20
175—5 ft., Linen Pocket 7 30
165—5 ft., Cotton Pocket 1 65
F.o.b. Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 7 25	$ 25
10 lb.	9 75	25
240 lb.	16 50	75
600 lb.	37 00	1 00
1200 lb.	46 00	1 50
2000 lb.	65 00	2 00
2000 lb. Drop lever	74 00	2 00

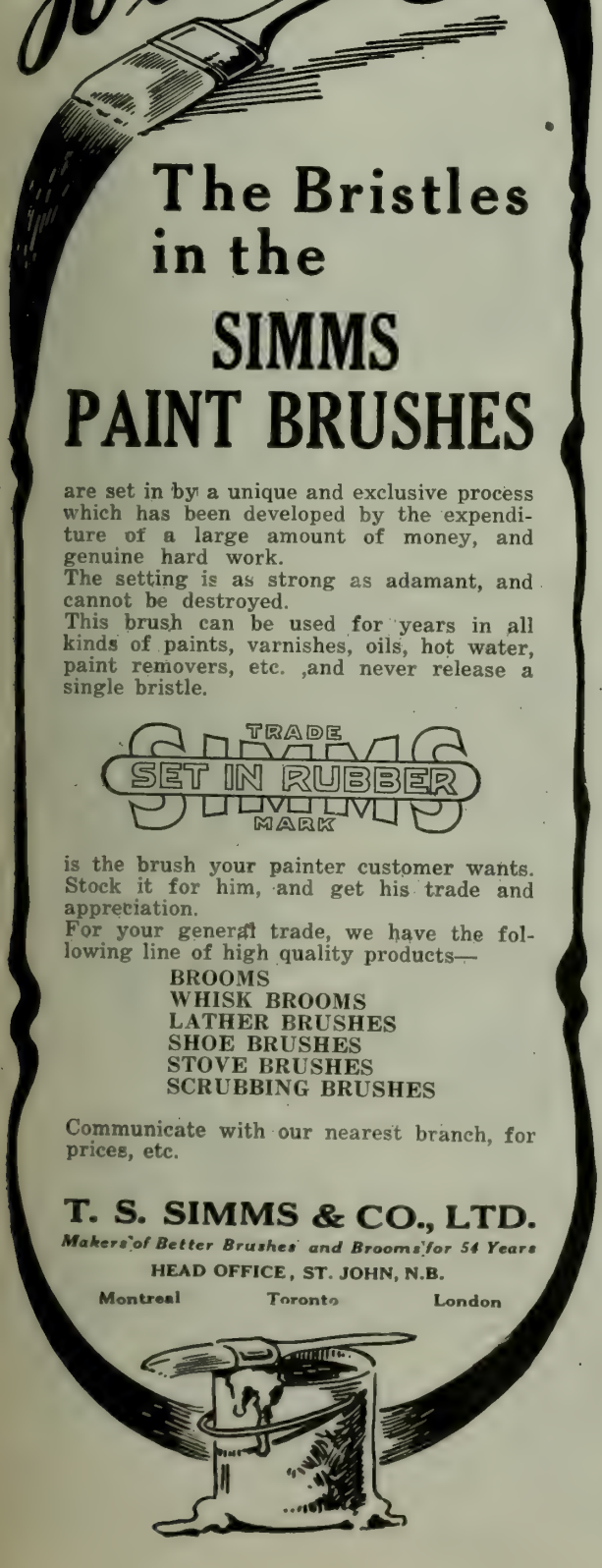
Champion, discount 10%; standard scales, discount 10% off standard list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright 72½%
Wood, R.H., bright 70%
Wood, O.H., bright 70%
Wood, F.H., brass .... 55 %
Wood, R.H., brass **52½%**
Wood, O.H., brass **52½%**
Wood, F.H., bronze .... **50 %**
Wood, R.H., bronze **47½%**
Wood, O.H., bronze **47½%**
Square cap **20**
Hexagon cap **20**

Defies Destruction



The Bristles in the SIMMS PAINT BRUSHES

are set in by a unique and exclusive process which has been developed by the expenditure of a large amount of money, and genuine hard work.
The setting is as strong as adamant, and cannot be destroyed.
This brush can be used for years in all kinds of paints, varnishes, oils, hot water, paint removers, etc. ,and never release a single bristle.

TRADE SIMMS SET IN RUBBER MARK

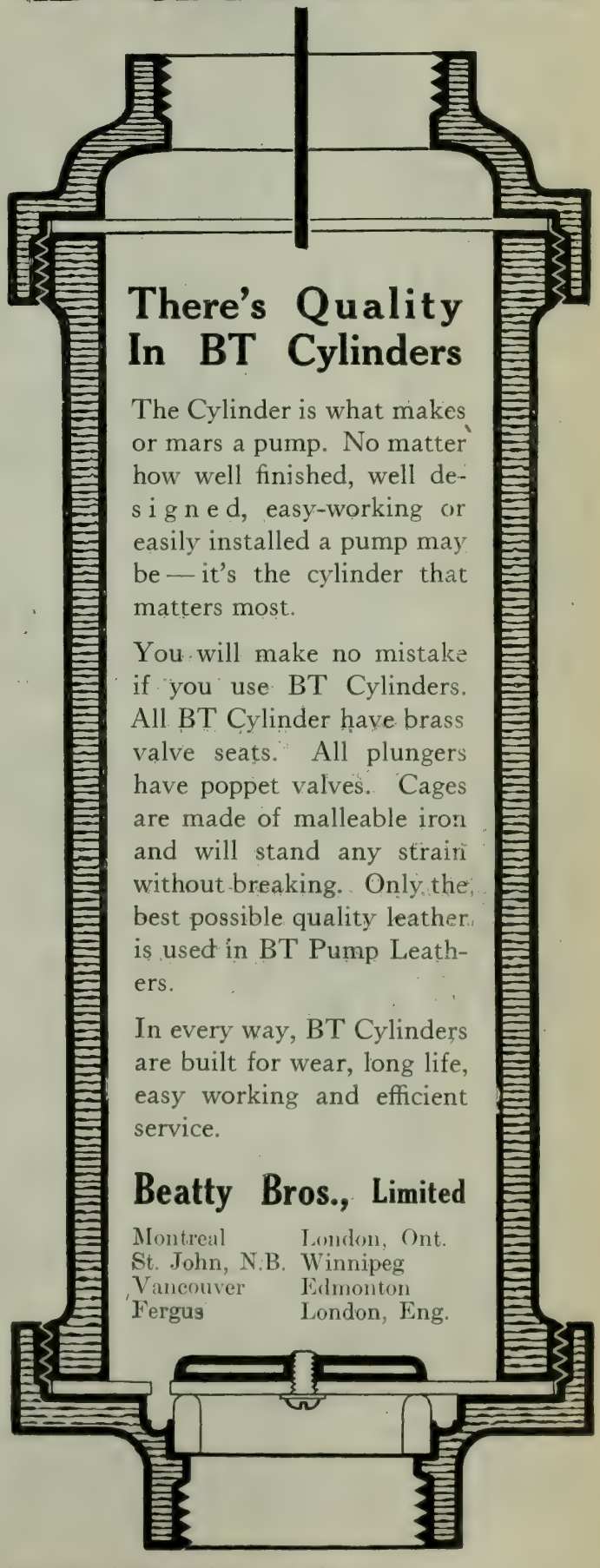
is the brush your painter customer wants. Stock it for him, and get his trade and appreciation.
For your general trade, we have the following line of high quality products—

BROOMS
WHISK BROOMS
LATHER BRUSHES
SHOE BRUSHES
STOVE BRUSHES
SCRUBBING BRUSHES

Communicate with our nearest branch, for prices, etc.

T. S. SIMMS & CO., LTD.
Makers of Better Brushes and Brooms for 54 Years
HEAD OFFICE, ST. JOHN, N.B.
Montreal Toronto London

Beatty Bros. Limited Bulletin



There's Quality In BT Cylinders

The Cylinder is what makes or mars a pump. No matter how well finished, well designed, easy-working or easily installed a pump may be — it's the cylinder that matters most.

You will make no mistake if you use BT Cylinders. All BT Cylinder have brass valve seats. All plungers have poppet valves. Cages are made of malleable iron and will stand any strain without breaking. Only the best possible quality leather is used in BT Pump Leathers.

In every way, BT Cylinders are built for wear, long life, easy working and efficient service.

Beatty Bros., Limited

Montreal London, Ont.
St. John, N.B. Winnipeg
Vancouver Edmonton
Fergus London, Eng.

If interested, tear out this page and keep with letters to be answered.

SCREWS, WOOD BENCH

Dozen $7 00

SCYTHES Doz.

Cast Steel $17 25
Golden Clipper 18 20
Little Giant 19 25
Bush 17 75

SNATHS Doz.

00 Patent $15 50
1 loop 14 90
2 loops 14 30
3 loops 13 10
Bush 16 10

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$12 00	$11 50
26 gauge	11 75	11 25
24 gauge	11 15	10 65
22 gauge	10 80	9 80
20 gauge	....	9 35
18 and 20 ga..	10 10	....

F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report

SPOUTS, SAP

Eureka, per M. $12 50

STANDS, WASHTUB—

Reversible Drip, each $2.25

STAPLES (Fence—Galvanized)

Bright 6 10
Kegs 7 10

STOVES

Oil Burning Cooking — List each
Perfection No. 32, 2-burner.. $25 50

STRETCHERS, CURTAIN—

Star, No. 1, doz. $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

STRETCHERS, WIRE

Hercules, doz. $3 60

SWEEPERS—

Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b. b. .... $ 62 00
Club, jap., cyco bearing 120 00
Champion, jap. fittings 47 00
Grand, jap., cyco b.b. 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b. 60 00
Standard, jap. fittings 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 56 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM — Bissell's Doz.

Grand Rapids, nickeled $124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario $10 00

TACKS — Discount

Wire Tacks 70%
Revised Hardware Tack List adopted Jan. 30, 1920 ...... 70%
Double-pointed tacks 65-10%
Shoe findings list adopted Dec. 15, 1919 .... Net list
List of Capped Goods adopted Jan. 1, 1916 .... 70%
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares

TOASTERS, ELECTRIC

Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 44
Upright, with rack 6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10%

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	35	35	35
Draining Tools ...	35	35	..
Hollow Back Scoops	35	..	35
Sand Shovels	35	..	35
Hollow Back Shovels	35	..	35
Hollow Back Coal Shovels	35	..	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	..	..

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades....	$29.00	$28.00	$25.00
Draining Tools, No. 2, black........	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen, F.O.B. factory only.

Perfection, No. 33, 3-burner.. 31 00
Perfection No. 34, 4-burner.. 40 00
No. 22G oven for above stoves 9 00
Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net 5 00
Detroit Glass Front Oven, No. 85, each, net ....
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters — List

No. 525, each $9 50
No. 530, each 10 50
No. 630, each 13 50
Discount 30% off list.

off new list. Samson, ... discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft. ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth.			Per 100 ft.
8 in......	$6 90	15 in......	$12 50
10 in......	7 70	18 in......	16 00
12 in......	9 10	add 5% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) — Doz. with chain

Victor, No. 1 Giant, doz.... 3 50
Jump, No. 1 .... 3 70

Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE BINDERS — Per ft.

500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 2,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb. 1 00
Cones, 3-ply, lb. 0 96
Do., 4-ply, lb. ....

VALVES AND COCKS

Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 34%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2 .... 23%
Bath cocks—Compression 30%
Flatway stop and waste cocks, Standard 32%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, standard..Net list
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard 5-9%
Gate or Straightway .... Net
Jenkins Gate Valve 10%
Standard Gate .... list plus 5%
Jenkins Globe .... list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 65	0 90
1½	0 80	1 20
2	1 10	1 75

Penberthy Brass Valves

Compodisk Valves .... net list
Gate Valves .... 5 and 2½%
Regrinding Valves .... add 5%
Swing Check Valves ...... add 7½%

WARES, ETC.

Britannic, advance 50%.
Scotch Grey Ware, 45 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, list, plus 10%
Canada Ware, list, plus 10%.
Crescent, 45% and 5%.
Diamond, plus 10%.
White Ware, 40%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, plus 25%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%
Tinners' Trimmings, general, list. plus 20%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 33 1-3%
Pieced Ware, ordinary, list, plus 50%.
Pieced Tinware, C.B., list, plus 70%.
Fry pans, Acme, 20%.
Fry pans, Quick Meal, plus 15%.
Spiders, steel, plus 15%.
Fire Shovels, japanned, list, plus 33 1-3%.
Steel Sinks, galv'zed, list plus 25%
Steel Sinks, painted, list plus 25%
Light Galv. Pails and Tubs, list plus 40%.
Heavy Galv. Pails and Tubs, list plus 30%.
Hollow ware, add 25%.
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus, 50%.
Galv. Coal Hods, list, plus 65%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15%.
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 50%.
Copper Tea and Coffee Pots, list plus 50%.
Stove and other Pipe, list, plus 60%
Stove Pipe Thimbles, 40%

Stove Pipe Elbows, black and galv., list, plus 33 1-3%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 30% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs..	$5 00	$3 40	$5 00
Section, ½ lb., per 100 lbs..	5 00	5 50	4 75
Solid, 3 to 30 lbs., per cwt.	3 40	4.50	3.10-4.00

WHEELBARROWS

Navvy, steel wheel, doz..... $81 00
Garden Steel, doz. 72 00
Light Garden, doz. 88 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS

Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 .
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Bright base 6 00
Annealed base 6 15
Galvanized price on application.
Coil spring on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or ... 15c; bagging or paperings, 10c.

Stovepipe Wire

No. 18 .... $9 00
No. 19 .... 9 50
Fine wire, list plus 30%.
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 35%.
Canadian discount, 45%.

WRINGERS, CLOTHES

Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 165 50
Favorite, No. 511E 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 92 80
Favorite No. 514 .... 13[illegible] 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 154 00
Challenge, No. 311E 100 30
Warranty 120 80
Bicycle 109 30
Safety 103 50
Eze 99 80
Rapid 90 80
Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

TINKER TOM'S TALKS.

No. 259

Write for Text Book on
CORROSION
showing why it is better to use

TONCAN METAL

where durability is essential.

We have a fair stock for prompt shipment, and the price is comparatively moderate.

These Sheets galvanized and stocked in Canada by—

DOMINION SHEET METAL CORPORATION, HAMILTON

Sold by Leading Jobbers.

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MADE IN PREMIER CANADA
HAMILTON, CANADA.

Look for Talk No. 260 Next Week

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Montreal, Toronto, London.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	05-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	05-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	15½-19
Chrome green, pure	31-35
Chrome yellow	25-41
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	..-07
Lamp black	31-32
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	..-30
Golden ocre, 100-lb. kegs	..-09
White ocre, 100-lb. kegs	..-06
Do., barrels	..-05
Yellow ochre, barrels	04-05½
French ochre, barrels	..-10½
Spruce oehre, 100-lb. kegs	05-08
Can. red oxide, bbls.	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 84
French spruce ochre, pure	0 29
Greens, pure	0 84
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 00
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
Mooramel	7 00
Sunshine, white	5 75
Jasperlac	4 15
Invincible	6 90
Hillcrest	7 00

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	..-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00
Discount.	

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	[illegible]
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 20
81 to 85	....	45 45
86 to 90	....	48 95
91 to 94	....	49 90
95 to 100	....	[illegible]
101 to 105	....	65 25
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.

Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS

Zinc coated, ½ and ¼ lb. packages, 22c lb.

F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 60
Red Seal	20 00	20 35
O.P.W. English	20 00	20 35
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $23; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 50
Genuine, 100-lb. casks	15 50
Less quantity	17 00
Genuine Eng. casks	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	....
10s	0 35	....
5s	0 36	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL

For prices see weekly report.

LITHARGE

Tons or over (cwt.) $14 00
Smaller lots (cwt.) 15 00

LIUIQD, BRONZING

Bronzing liquid, No. 1 .. $1.55-$2.15
Banana oil, gal. 4.50- 7.00

F.o.b. Montreal, Toronto

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 10
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
O.P.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—

	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 75
½ bbls., gal.	0 80	0 80
5s and 10s gal.	0 90	0 90
1s (per case of 1 doz.)	10 45	10 50

Everjet Black Enamel—

Crates of 2 doz., 8-oz., doz.	2 35
Crates of 12 doz., 8-oz., doz.	2 10
Crates of 2 doz., 16-oz., doz.	2 50
Crates of 6 doz., 16-oz., doz.	2 35
1-gal. cans, gallon	1 75
5 and 10 gal. cans, gal.	1 50
Barrels and ½ bbls., gal.	1 25

Carbosota Liquid Creosote Oil—

Barrels	0 55
Half barrels	0 60
5s and 10s, gal.	0 70
1s (case 12 gallons), case	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots.)	Per lb.
In barrels, about 600 lbs.	0 52
In kegs, about 250 lbs.	0 52½
In 50 lb. and 100 lb. drums	0 53
In 25 lb. drums	0 54
In 1-lb. packets	0 56
In ½ lb. packets	0 58
1 lb. tins	0 58
½ lb. tins	0 60

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY

See Weekly Report.

ROSIN

Barrels, 100 lbs. $12 00
Less, per lb. 0 14

SHELLAC

	Pure white	Pure orange
Per bbl.	$9 75	$9 00
Gal. jugs	10 05-10 15	9 30-9 40

F.O.B. Toronto, London, Montreal.

NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 [illegible]
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES Per gal. cans

Stove pipe, ½ pts.—	Per doz
B.H.	$1 50
O.P.W.	1 50
Anchor	1 40

No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins $1.57-$2.65.

B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 [illegible]
Rexspar	5 64
Scar-Not	5 [illegible]
Kyanize Spar	4 [illegible]
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 45
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 12½
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20

WASTE

Cream, Polishing $0 25

WHITE

XXX	0 22½	XXX	0 24
XX	0 20½	XX, grad	0 22½
X	0 18½	XLCR	0 21
XC	0 17½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 5	0 16¾	Fancy	0 19
No. 1	0 16½	Lion	0 17
No. 7	0 15	Standard	0 15
No. 1A	0 13¾	Popular	0 13
No. 1B	0 11¾	Keen	0 11

Above lines subject to trade discount for quantity.

WAX	Per lb
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 70
Jamieson's liquid wax, gal.	3 50
Gold Medal	0 42
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls. $2 75
Gilders, bolted, in bbls. $3 00
Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	3 75

F.o.b. Montreal, Toronto, London

GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

6-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS — WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE MIRRORS, WIRED, LEADED AND WINDOW GLASS

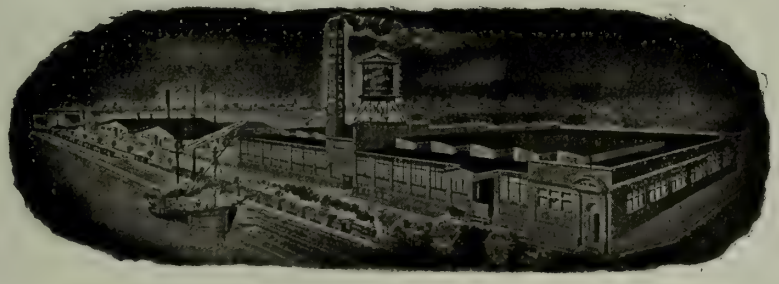
CATALOGUES AND PRICE LISTS FREE ON APPLICATION — WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

S

BRAND WINDOW GLASS



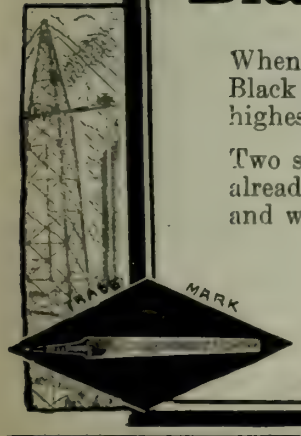
GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., LIMITED

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
35/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ...	133 00	.....	......

Jobbers' Discount on Winchester Ammunition, 37½% off Dominion List.

Dominion Ammunition—Discount 30% off Dominion List.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	18/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	35	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin ....25% on list

Gilmour ....10% on list

AXES

Single Bit	$16 25	$18 00
Double Bit	.....	23 50
Broad Axes	.....	55 00

BAR IRON

Bar Iron—Round and square, ⅝-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double' 'list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, net list; over 6 inch, 10% adv.; 7-16 inch and larger, 10% adv.; machine ⅜ and under, up to 4 inch, 5%; over 4 inch, 10% adv.; 7-16 and over, 10% adv., machine set screws, 25%; plough bolts, 5% adv.; stove bolts, 45%; shaft bolts, 12½% on; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CHAIN

Coil, 3-16 in., $19.00; ¼ in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25%.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHURNS

Barrel, No. 0, $9.60; No. 1, $9.60; No. 2, $10.50; No. 3, $11.40; No. 4, $13.20 each.

CLEVISES, MALL. 20c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 95
Lookout	1 00
Sleepmeter	2 75

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ....$1.08 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8.00; 12 in., $9.40; 15 in., $12.90.

Conductor pipe, 2 in., per 100 ft., $8.40; 3 in., $10.15; 4 in., $13.40; 5 in., $18.20.

ENAMELWARE

See Wares

FILES

Globe ....Discount 50%

Nicholson Gen. .....Discount 25%

FITTINGS—Malleable

Class A	50-10%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in....	10%
Nipples 4" and under.......	70%

GALVANIZED WARE

See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in..........	$18 60	$24 75
26 to 40-in..........	20 30	24 75
41 to 50 in..........	21 85	25 00
51 to 60-in..........	22 85	28 75
61 to 70-in..........	24 55	30 45

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 20
Cold Blast, regular	1 20

GRINDSTONES

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 17½%.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng..........	$12 75
28 Am. or 26 Eng.	12 35
26 Am. or 26 Eng.	12 05
24	11 90
22	11 90
18 and 20	11 75
16	11 60

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

Mrs. Pott's No. 55, set.......$2 00

Mrs. Pott's No. 50, set....... 2 15

Mrs. Pott's common sad iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

5% off list.

KNIVES—HAY

Heath's $15 00

Lightning $15,00

LANTERNS

Cold Blast

No. 2, plain	$13 00
No. 25, Dash-board	.....
Short Globe, doz............	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 00
Barn Door	
5	3 00
8	3 43
9	4 88

LEAD PIPE, $16.66.

LEAD WASTE, $17.46, lb. tins.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	......
New Century B	......
New Idea	......
Snowball	......

Prices on application.

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

	Doz
O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 50
Mop Handles	2 10

MOWERS—LAWN

	14 in.	16 in
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	6 85
Star	7 50	[illegible]

NAILS

Wire, f.o.b. Fort William, $6.25 base; Winnipeg, $6.75. Cut, f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in...........	$6 6[illegible]
30 in...........	8 93
36 in...........	10 50

NUTS

Square, small lots, blank, $5.00; tapped, $5.25 advance on list; Hexagon, small lots, blank, $5.25, tapped, $5.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs...	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.......	6 75

OILS

Wm. Pen motor oil, $1.28; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro oil 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS, PREPARED

(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors..	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 25	1 40
Cyclone	1 25	1 40
Navy	....	....
Triumph	1 50	1 70

PIPE, WROUGHT.

Per 100 ft.	Buttweld, Steel Blk.	Galv.	Gen. Wrot. Iron Blk.	Galv.
⅛ in..	$ 6 50	$ 8 50	$.....	$
¼ in..	4 92	7 05	5 67	8 01
⅜ in..	4 92	7 05	5 81	8 15
½ in..	6 55	8 12	7 74	9 45
¾ in..	8 05	10 18	9 59	11 84
1 in..	11 90	15 05	14 18	17 55
1¼ in..	16 10	20 36	19 17	23 76
1½ in..	19 25	24 34	22 91	28 40
2 in..	25 90	32 75	30 83	38 25
2½ in..	40 95	51 77	50 00	62 00
3 in..	53 55	67 70	65 39	81 09
3½ in..	68 08	85 10	82 85	101 75
4 in..	80 66	100 83	98 10	120 51
4½ in..	.....	.....	114 30	141 84
5 in..	.....	.....	138 19	165 38
6 in..	.....	.....	172 89	214 58

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.25; 18 x 24, ordinary, $11.25; 20 x 28, ordinary, $11.50.

"The World is Painting Buy Early"

Stephens'

REGISTERED TRADE MARK

Every indication points to the imperative necessity of early buying. Reports from domestic sources and abroad show the certainty of extensive painting throughout the Dominion and the world.

The great revival of building and the completion of vast plans interrupted by the war are but a part of the forces now acting to create a remarkable season for paints and varnishes. Order early.

Ask about a Stephens' Agency
It's a paying proposition.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

POLISH

O-Cedar—

	Doz.
4-oz.	$ 2 10
12-oz.	4 20
1-quart	10 50
½-gal.	16 80
1-gal.	25 20

Liquid Veneer—

4 oz.	2 40
12 oz.	4 80
1 quart	10 00
1 gal.	2 34

Bon Ton—

¼-pints	1 35
½-pints	2 10
Pints	3 25
Quarts	5 10
½-gals.	9 00
Gals.	15 00

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. tins	16¾

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE—

British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in., ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.

Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.

Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.

Lath Yarn, 24¾c.

Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90
B. & A.—		
00, 0	$0 41	$7 10
½	0 43	7 55
1	0 48	8 55
1½	0 52	9 95
2	0 58	11 50
2½	0 75	13 25
3	0 85	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 62½% flat head, 65%; oval head, 62½%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 25%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	17 75
Excelsior	.....
Cast	17 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.26; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SNATHS

No. 2 loop	13 25
Bush	15 00

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 50
14 gauge	9 50
16 gauge	9 60
18-20 gauge	9 80
22-24 gauge	9 85
26 gauge	9 90
28 gauge	10 00

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japenned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 48 to 49c.

SPIKES — BOAT

Pressed, ¼-in., $10.55; 5/16, $9.80; ⅜, $9; ½, $8.75.

STAPLES

Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $6.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	1 00
Cotton, 4-ply, cones	1 00
Cotton, 4-ply, balls	1 02

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 20-20-10% discount.

Colonial Imperial, Pearl, 12½% discount.

Premier, Canada, Diamond, plus 18%.

Whitewear, 30-7½%.

Japanned Ware, list, plus 37½%.

Japanned Ware, white, list, plus 47½%.

Japanned Sprinklers, list plus 37½%.

Stamped Ware, plain, 30-15% discount.

Stamped Ware, retinned, 20-20% discount.

Pieced Tinware, ordinary, list, plus 64%.

Pieced Tinware, copper bottoms, list plus 88½%.

Sheetiron Ware, list plus 46%.

Light Galvanized Pails, plus 52½%.

Tubs—

Light, plus 52½%.

Heavy, 41½%.

Pails and Tubs, plus 41%.

Jap. Coal Hods, list plus 62%.

Galvanized Coal Hods, list plus 77%

WASHERS—

Size	Case lots	Less
3/16 in.	$20 60	$21 10
¼ in.	18 08	18 58
5/16 in.	16 96	17 46
⅜ in.	15 70	16 20
7/16 in.	14 72	15 22
½ in.	14 16	14 66
9/16 in.	14 02	14 52
⅝ in.	13 88	14 38
¾ in.	13 74	14 24
⅞ in.	13 60	14 10
1 in.	13 60	14 10
1⅛ in.	13 60	14 10
1¼ in.	13 88	14 38
1⅜ in.	13 88	14 38
1 7-16 in.	12 05	12 55
1½ in.	12 05	12 55

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WIRE — BARB

Lyman, 4-point, $6.00 Winnipeg; Glidden Cattle, 2-pt., $5.80 Winnipeg; Baker, 2-pt., $5.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.50; No. 12, $6.65; coil spring, plain, Winnipeg, No. 9, $6.55; No. 12, $6.70.

Patented screen in 100-ft. rolls, $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.50 Winnipeg, $7.00 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.75; No. 10, $6.81; No. 12, $7.35; No. 14, $7.55; No. 15, $7.70; No. 16, $7.85 per 100 lbs.

WRENCHES — NUT

Agricultural—

6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES — PIPE

Stillson—

6 inch	$1 40
8 inch	1 55
10 inch	1 75
14 inch	2 45
18 inch	3 50
24 inch	5 85
36 inch	9 45
Trimo—	
10-inch	$1 81
14-inch	2 50
18-inch	3 63
24-inch	5 25

Always Ready	Black (Dozen)	N. P (Dozen)
No. 1	$8 70	$9 50
No. 2	12 00	12 90

When writing to Advertisers kindly mention this paper

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

ASHDOWN'S
Sporting Goods
Summer Catalogue

The summer number of our No. 19 Sporting Goods Catalogue is ready for distribution. We carry the most complete line of summer sporting goods in Canada. We can supply equipment for all Canadian sports, and can furnish the hardwareman with many striking and profitable lines in reliable Sporting Goods. All over Canada dealers have increased their business with Ashdown Sporting Goods.

The price list accompanying this catalog is approximately correct at the date of issue, but owing to the constant fluctuation of market prices it is subject to change without notice. Only such changes in prices and lists will be made during the season as are absolutely necessary, and we assure you that we will give you the advantage of a decline as quickly as a change in advance. We expect to issue corrected lists monthly during the season.

EVERYTHING FOR

BASEBALL	LACROSSE
CANOES	FOOTBALL
BOATS	TENNIS
GOLF	BOWLING
FISHING	CAMPING
CRICKET	BICYCLES

The J. H. Ashdown Hardware Co., Limited
Winnipeg, Canada

Calgary **Saskatoon** **Edmonton**

If interested, tear out this page and keep with letters to be answered.

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

O-Rib-O

Round Coal Chute

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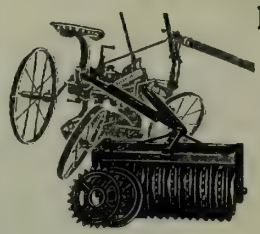

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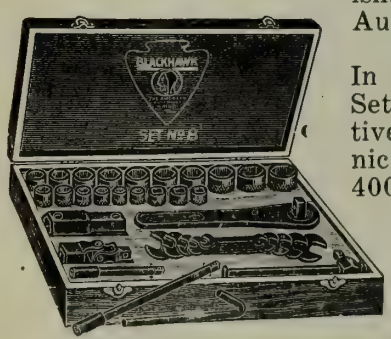

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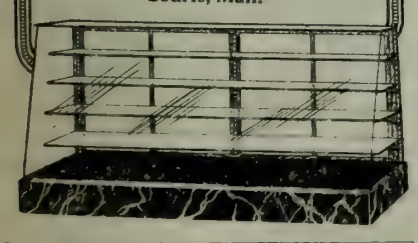

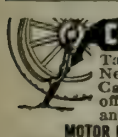

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A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.
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The Stanley Works, New Britain, Conn.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

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Bits, Expansive
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The Crescent Co., Meriden, Conn.

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Cash Registers
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Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castings, Gray-iron
Canadian Stoves, Limited, Grimsby, Ont.
Que.

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Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Catches, Screen Door
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The Imperial Bit & Snap Co., Racine, Wis.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement
The Barrett Co., Ltd.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

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Geo. W. Reed & Co., Ltd., Montreal, Que.

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Northern Electric Co., Ltd., Montreal.

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Chamois Skins
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Goodell-Pratt Co., Greenfield, Mass.
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Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

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New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
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E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

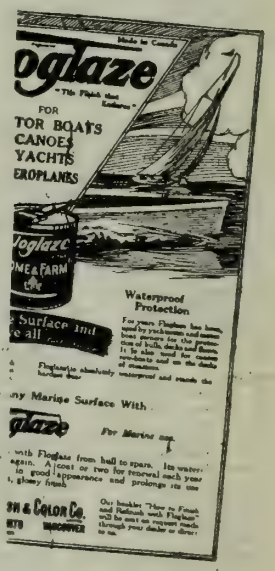
These Large Advertisements

—which appear in leading newspapers, farm papers and magazines, circulating all over Canada during the spring renovating season—

Suggest Many Uses for Maple Leaf Paints and Varnishes and Floglaze

—making more sales and easier sales for dealers who carry these popular lines.

Information regarding our dealer proposition, and prices, will be sent on request.



THE IMPERIAL VARNISH & COLOR CO. LIMITED
WINNIPEG TORONTO VANCOUVER
CANADA

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A. R. Whittall Can Co., Ltd., Montreal.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cookers, Feed
Anthes Foundry Co, Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N. Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crucibles
Canadian Asbestos Co, Montreal, Que.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd, Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Cutters
Butterfield & Co., Inc., Rock Island, Que
Trimont Mfg. Co. Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Desks, School
Canada Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines,

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Dressings
Army & Navy Mfg. Products Regd., The, Montreal

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal. Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos Davidson Mfg. Co., Ltd., Montreal, Que
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielman Agencies, Ltd., Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Munderloh & Co., Ltd., Montreal, Que.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Engine Studs
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co, Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

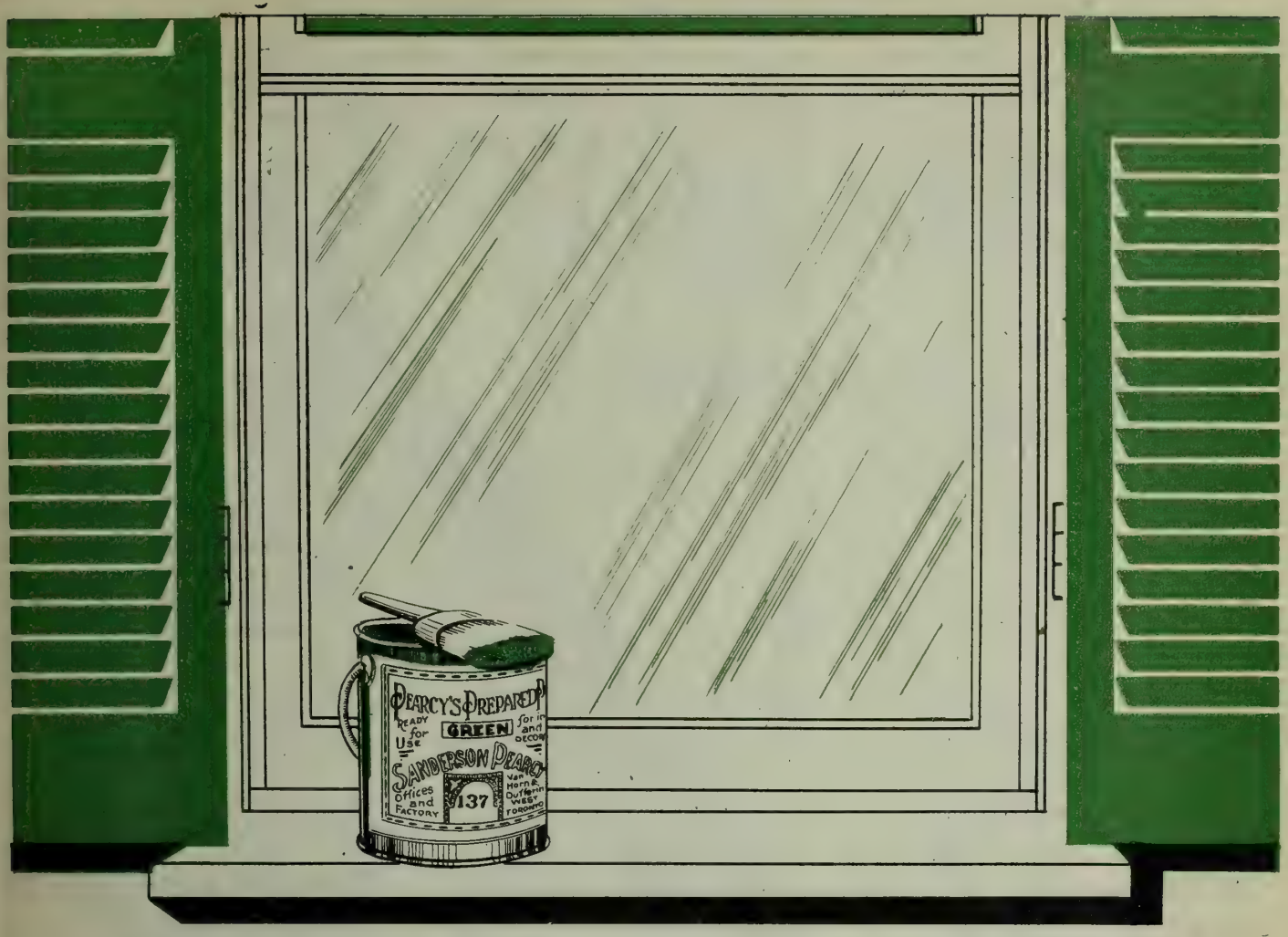
Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.



Pearcy's Prepared Paints

This is the season for general overhauling of the home; the Spring housecleaning and the subsequent repairs, and painting and varnishing to put the home in order for a new season.

For forty years Pearcy's Prepared Paints have proved themselves to the dealer to be good, dependable business-builders and thousands of consumers were long ago convinced of their lasting, covering and protective qualities and prefer them for all their needs.

Pearcy's Prepared Paints have won this enviable position through purity, uniformity and tested and proved reliability in use. No reasonable test of brushing, spreading, covering or exposure to weather is too severe for these worthwhile paints.

If you have never sold Pearcy's Prepared Paints, we suggest that you have our salesman call and demonstrate to you the advantages in handling this line.

Sanderson Pearcy & Company, Limited

272 Van Horne Street (Corner Dufferin Street) Toronto, Ontario

"Save the surface and you save all" *Paint & Varnish*

THE BUYERS' GUIDE

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton-Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Wood Vallance Ltd., Winnipeg, Man.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Stoves, Limited, Grimsby, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Army & Navy Mfg. Products Regd., The, Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Limited, London.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Army & Navy Mfg. Products Regd., The, Montreal
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Vander Linde Rubber Co., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gauges
Browne & Sharp Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Williams & Co., J. H., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass Benders
Toronto Plate Glass Importing Co., Tornoto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Anton Mickelson Co, Ltd., Winnipeg, Man.

Graphites
Canada Asbestos Co., Montreal, Que.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.
Beatty Bros., Ltd., Fergus, Ont.
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinders, Bench, Tool and Sickle
The Star Specialty Mfg. Co., Chicago, Ill.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guards, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Browne & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Browne & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

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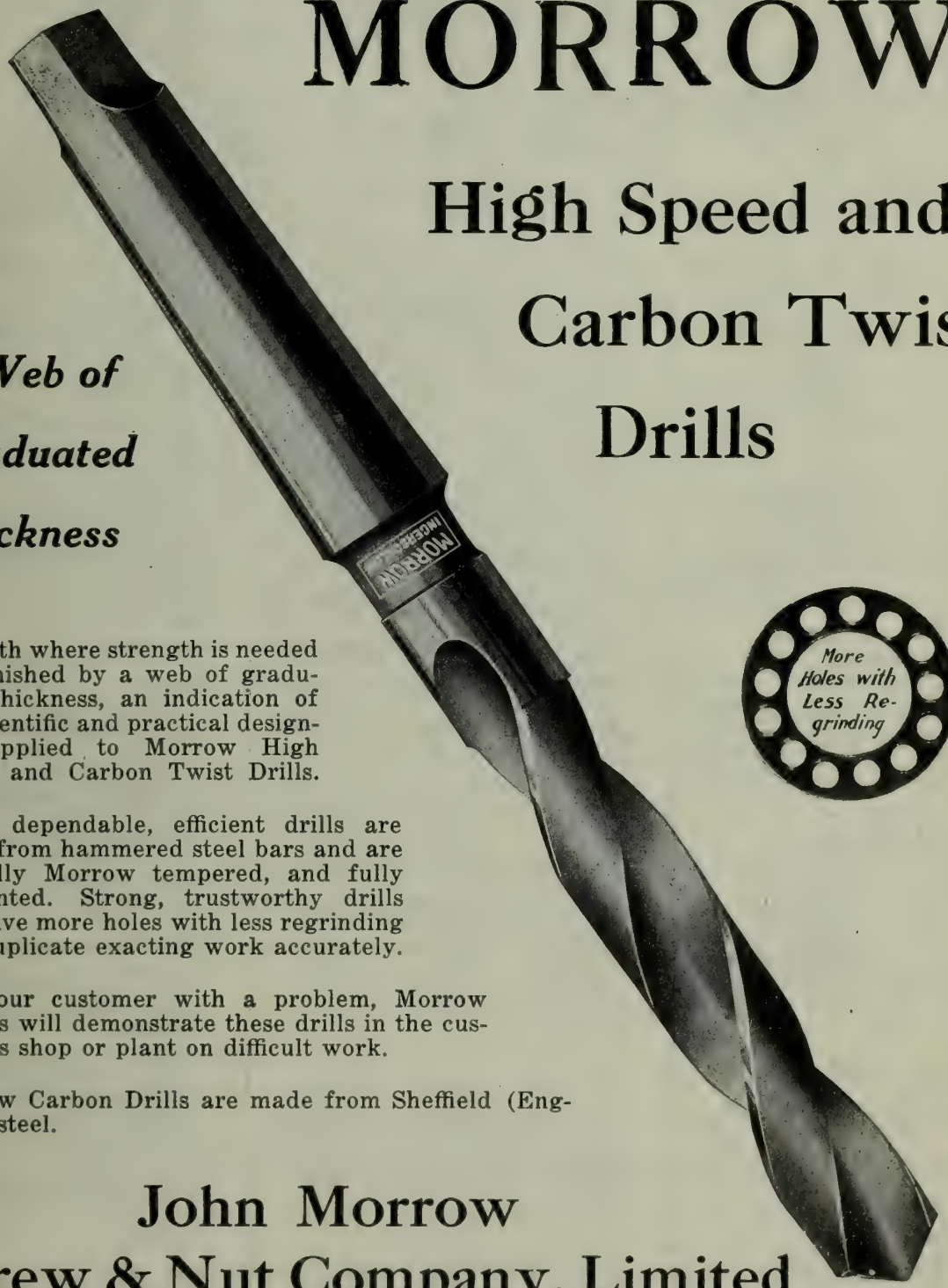
High Speed and Carbon Twist Drills



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Hand Taps
Wells Bros. of Canada, Galt.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
J. H. Still Mfg. Co., St Thomas

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
Steel Co. of Canada, Ltd., Hamilton.
Wilkinson & Kempson, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hot Air Registers
Boston Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The John Cowan Co., Montreal, Que.
The Graselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont

Japans
Boston Varnish Co., Everett Station, Boston, Mass

Kalsomine Cleaner
Satinette Products Mfg., Co., The, Toronto,

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Wiebusch & Hilger, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilkes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Leather Dressings
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Inc., Philadelphia.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

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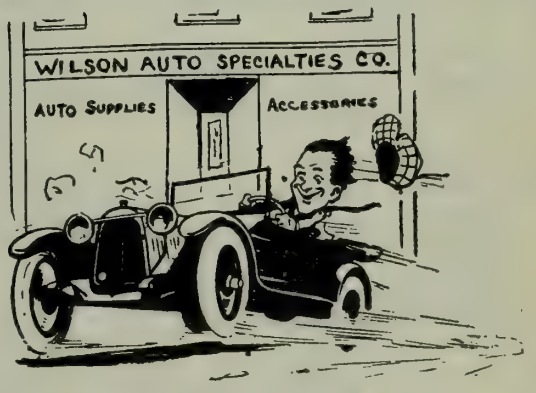

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THE BUYERS' GUIDE

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont
White & Colquhoun, Glasgow, Scotland.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co. Ltd. St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Magnesia Pipe Coverings
The Canadian Asbestos Co., Montreal, Que.

Manufacturers' Agents
C. C. Craig Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamplough & Co., Montreal.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Marine Hardware
Scythes & Co., Ltd. Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Micrometers
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mills, End
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Milling Cutters
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London.

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Cold Pressed
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts of every Variety of Finish
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Detroit Vapor Stove Co., Detroit, Mich.
National Enameling & Stamping Co., Chicago, Ill.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co, Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd,, Hull, Que.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Packings
The Canadian Asbestos Co., Montreal, Que.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 120 North State St., Chicago, Illinois.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.
The Barrett Co., Ltd.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

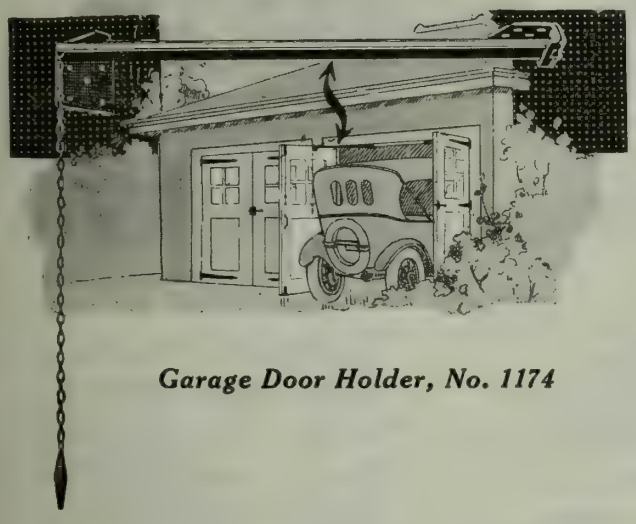
Pistols
Colts Patent Fire Arms, Hartford, Conn
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utilca, N.Y.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pins, Taper
John Morrow Screw & Nut Co., Ltd., Ingersoll.

To better know
THE STANLEY WORKS PRODUCTS



Garage Door Holder, No. 1174

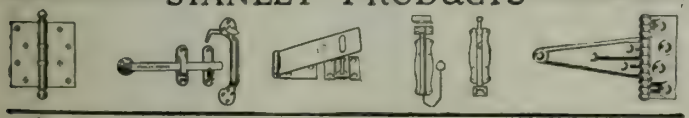
It's "Harvest Time" for Garage Hardware Dealers. Sales and profits come easiest when your customers needs are greatest. At present, motor car owners represent the logical group on which your "selling attack" should be centered. Everywhere they are building new garages or repairing old ones. Let them know you carry

STANLEY WORKS Garage Hardware

For they appreciate the full measure of STANLEY quality and will gladly welcome your suggestions regarding proper garage equipment.

Catalog R63 illustrates and describes the most popular sellers in STANLEY Garage Hardware. Write for a copy to-day.

STANLEY PRODUCTS



The Stanley Works-New Britain, Conn., New York, Chicago.

Canadian Representatives: A. MacFarlane & Co., Coristine Bldg., Montreal

NAILS

BRIGHT—BLUED—COATED
"SPECIALS" OUR SPECIALTY

WIRE

COPPERED, TIN, BRIGHT
ANNEALED, OILED & ANNEALED
HAY BALING WIRE

BALE TIES

STRAIGHTENED RODS

THE GRAHAM NAIL WORKS
Operated by the CANADA METAL CO., Ltd.

HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

Alex. McArthur & Co., Ltd.
Established 1879
82 McGill Street Montreal, Canada

TRADE A.M. MARK

Worth While Service to the Trade

Our Service is one of loyal co-operation in supplying your customers.

Since we have a joint interest in satisfying your trade we bend every effort to help you to that end.

By specifying our *Black Diamond* Tarred Felt or any line of *Building Paper* from our mills you insure satisfied customers and "repeat" sales.

Write us for any particulars desir ed

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Pliers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass

Polishes, Floor
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass
North Bros. Mfg. Co., Philadelphia, Pa
Mayhew Steel Products, Inc., New York
Stanley Rule & Level Co., New Britain, Conn

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal
Steel Co. of Canada, Ltd., Hamilton
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gine-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont

Racks, Hat
Can. Foundries & Forgings, Ltd., Brockville, Ont

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.
"X" Laboratories, New York.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Sales Co., Toronto.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn
The Mah Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co. Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Reamers
Butterfield & Co., Rock Island, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Browne & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works Niagara Falls, N.Y.

Saws, Back
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn
Henry Disston & Sons, Inc., Philadelphia.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn
Henry Disston & Sons, Inc., Philadelphia.

Saws, Butchers', and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

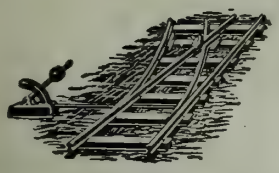
Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.

G R

MINISTRY OF MUNITIONS



THE DISPOSAL BOARD HAVE

STOCKS

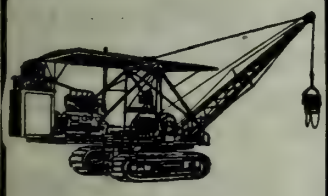
LYING IN THE UNITED KINGDOM

and

AVAILABLE FOR EXPORT

of

ENGINEERING STORES



Ferrous and Non-Ferrous Metals

Plant and Machinery

Steam Engines and Boilers

Factory Stores

Machine Tools

Railway Material

Contractors' Stores

Electrical Instruments and Machinery

Medical Stores

Chemical and Explosives

Motor Vehicles

Agricultural Machinery

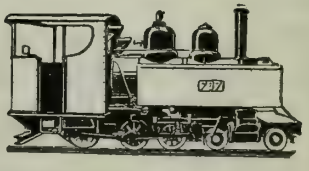
Aircraft

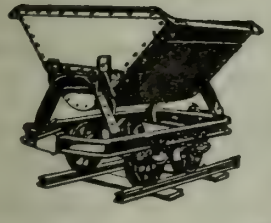
Furniture

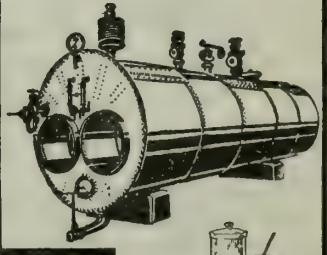
Textiles and Clothing

Boots and Leather Equipment

Motor Boats, etc., etc.

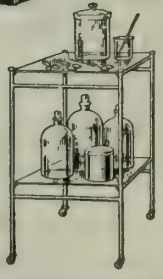






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Whitehall Place, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Hack Saw Machines
E. C. Atkins & Co., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Set and Cap
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Thumb
John Morrow Screw & Nut Co., Ltd., Ingersoll.
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skreene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skreene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Seeds
J. A. Simmers, Ltd., Toronto

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
B. & S. H. Thompson, Montreal, Que.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shellac
Stewart & Wood, Ltd., Toronto.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Show Cases
Cameron & Co, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works
Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Can. Flexible Skate Co., Ltd., Toronto, Ont.

Sledges, Blacksmith, Coal, Stone
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinner)
Wiesbusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co.
Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Soldering Irons (Electric)
The Clements Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder, Silver
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co. of Canada, Ltd
Toronto, Ont.

Soup Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1654 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
The Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.
Wood, Vallance, Ltd., Winnipeg, Man.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
R. J. Cochlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spiedman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.

Stampings
Coleman Fare Box Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Ingots, Open Hearth
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Store Fixtures
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Winnipeg.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Canada Foundries & Forgings, Brockville.
Canadian Stoves, Limited, Grimsby, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Boyd Foundry Co., Ltd., Haspeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Merchants Hardware Specialties, Ltd., Calgary.

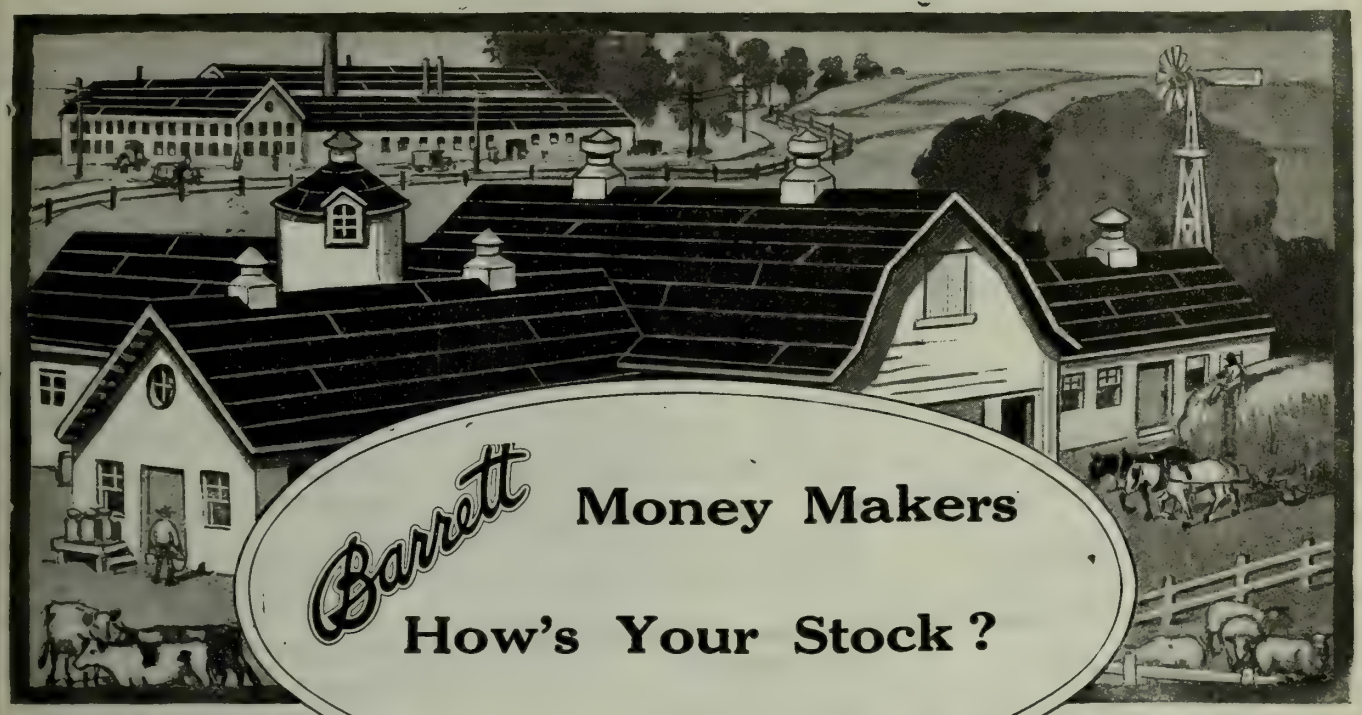
Sulphate of Ammonia
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.



Barrett Money Makers

How's Your Stock?

Every building owner, every manufacturer, every farmer in your community is a live prospect for every one of these well known Barrett Products. They are business-builders because they are satisfaction-producers. That's why they bear the Barrett name! Don't overlook the opportunity they provide to increase your sales, your profits and the good will of your customers.

EVERLASTIC "RUBBER" ROOFING

The standard ready roll-roofing of Canada. Made of high-grade water-proofing materials. Used on thousands of farm and factory buildings throughout the Dominion. Is low in price — easy to lay — wonderfully durable. You couldn't carry a better brand.

Three weights—light (1-ply), medium (2-ply), heavy (3-ply). Rolls of 108 sq. ft. Nails and cement with each roll.

EVERLASTIC LIQUID ROOFING CEMENT

Nothing can compare with it for saving and restoring old felt and "rubber" roofs. Comes ready for use. Spreads easily, dries quickly. Forms a smooth, waterproof, weatherproof surface that stops the small leaks, strengthens the weak spots and adds years of service to the roof.

Packages of all sizes, from 1-pint cans to 40-gallon barrels.

ELASTIGUM PLASTIC PATCHING CEMENT

The waterproof cement that *sticks* and *stays*—regardless of weather or temperature. Just the thing for patching holes in roofs, lining gutters and flashings, and stopping leaks in wood, metal or masonry. Known as "The Plastic Cement of a Thousand Uses."

Put up ready for use in 1-lb. tins (cases of 24); 5-lb. cans (cases of 12); 25-lb. and 100-lb. packages, ½-barrels (about 300 lbs.) and barrels.

EVERJET ELASTIC CARBON PAINT

The most popular and most effective protective paint on the market. Impervious to moisture, alkalies and acids. Will not peel, scale or crack. Prevents rust and corrosion on machinery, farm implements, smoke stacks and all metal surfaces subjected to severe exposure.

Put up in 1-gallon lithographed cans (cases of 12); 5 and 10-gal. cans, ½-barrels (about 20 gallons) and barrels.

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If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Tacks, Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Ctorage
S. F. Bowser Company Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Tapes, Measuring
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont

Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile and Motor Tr
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toron
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph
The Vander Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Toboggans
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
J. J. Turner & Sons, Ltd., Peterborough, Ont
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Browne & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass,
L. S. Starrett Co., Athol, Mass

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
James H. Cummings, Chicago, Ill.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Tranafers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works
Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H. W. Johns Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg Man
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tumbler Holders
American Enameled Products Co., Chicago Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tubing, Steel.
Standard Tube & Fence Co., Woodstock.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd
Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal
The Penberthy Injector Co., Ltd., Windsor, Ont

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd. Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
Wilkinson & Kompass, Hamilton,

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H. Brooklyn, N.Y.

Vulcanizers
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
Maxwells Ltd., St. Marys, Ont.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
Nineteen Hundred Washer Co., Toronto, Ont.
Schultz Bros., Brantford, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Wax, Floor
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Frost King Weather Strip Co., Montreal, Que.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheelbarrows
Meaford Steel Products, Meaford, Ont
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Saves Fuel,

Time and

Annoyance.

Cooks Better

Royal Fireless Cooker

The great variety of selling points in this exceptionally efficient cooker appeals convincingly to the customer —to the housekeeper especially.

It cooks food better than any other means of cooking, preserving all the qualities otherwise wasted through evaporation; it adds to health by saving labor and providing better food; it saves time for other occupations—sewing, reading and recreation. Show your customer that it pays its cost quickly in fuel saved.

Dealers find it extremely profitable and a source of many sales. Delighted customers "boost" your sales.

Also equipped with electric element for attachment to lamp socket. See our steam cooker—cooks a whole meal in separate compartments, for stove or electric attachment.

Ask for Information and Prices

Fireless Cooker Co. of Canada, Limited

43 Montcalm Street :: Hull, Quebec

Makers of Royal Fireless Cookers

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Rice Lewis & Sons, Ltd., Toronto.
White's Ltd., Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Regina Plate Glass Co., Regina, Sask.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound
The Steel Co. of Canada, Ltd., Hamilton, Ont
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S
The Graham Nail Works, Toronto.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Wire Window Guards
C. H. Johnson & Sons, Montreal, Que.

Wooden Specialties
Schultz Bros., Brantford, Ont.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware and Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
E. Edelmann & Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starret Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.

Wringers, Hand and Power
Spielman Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
Vancouver, B.C.
The Great West Smelting & Refining Co.
The Hoyt Metal Co., Toronto.

Zinc, Sheet
R. & S. H. Thompson & Co., Ltd., Montreal.

Just a few words about Hardware and Metal

HARDWARE AND METAL is Canada's national hardware weekly and has been published every Saturday since 1888 by the MacLean Publishing Co., Toronto, who publish fifteen papers.

HARDWARE AND METAL'S circulation is national, and has been audited by the Audit Bureau of Circulations.

HARDWARE AND METAL is edited by a staff of editors who have had practical hardware experience.

HARDWARE AND METAL'S weekly market service is one of its strongest features. Our reports are used as a basis for Canadian Government's annual report on wholesale prices.

Write to any 100 retail hardware dealers in Canada, asking them "Do you subscribe to HARDWARE AND METAL?"

If you will do this, you will use HARDWARE AND METAL too, for it is better than any other medium in Canada, gets your proposals home to the men of value to you as sellers of your goods.

***HARDWARE AND METAL*---Montreal, Toronto, Winnipeg**

SIMONDS

The hand saw that means satisfied customers. Carried by first-class hardware stores in every civilized land. They cleave their way to profits for dealer and satisfaction to purchaser.

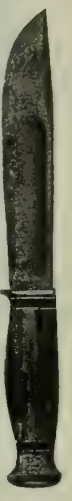
SIMONDS CANADA SAW CO., LIMITED
"THE SAW MAKERS"
St. Remi Street and Acorn Ave.
Montreal, Que.

Vancouver, B.C. **St. John, N.B.**

MARBLE'S Outing Specialties

Sell and Satisfy

Marble Equipment always makes good—sell a line that's sure to satisfy.

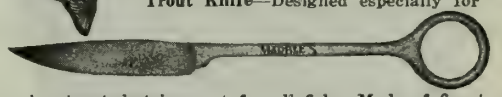


All outdoor men want Marble's Safety Pocket and Camp Axes, Hunting Knives, Gun Rods and Cleaning Implements, Gun Sights, Nitro-Solvent Oil, Auxiliary Cartridges, Shell Extractors, Recoil Pads, Waterproof Matchbox and Compasses. These prices are list—liberal dealer's discounts. Order through your jobber—get the Marble catalog.

Ideal Knife—An all-purpose knife that every sportsman likes. Leather handle, 5 in. blade, $2.75; 6 in. blade $3; 7 in. blade, $3.25; 8 in. blade, $3.50. With stag handle, 50c extra. Prices include leather sheath.

Clincher Gaff—Swift, safe, sure—better than a landing net. Holds any fish from ½ to 20 pounds. Made of polished steel, heavily nickeled—strong, durable. List price, $1.10.

Trout Knife—Designed especially for



cleaning trout, but is great for all fish. Made of finest surgical instrument steel—fits the pocket. List price, including metal-bound leather sheath, 60c.

MARBLE ARMS & MFG. CO.
5350 Delta Ave., Gladstone, Mich.

CARTER'S

CARTER'S GENUINE DRY RED LEAD

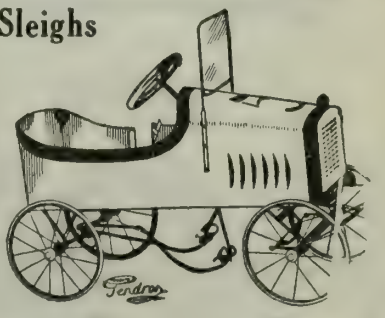
A pure, uniform and very economical lead paint for steam pipes, metal work, etc.
Its quality is always assured. The very finest Canadian pig lead is used in its preparation and when mixed with pure linseed oil it has a covering capacity above the ordinary.
Three other good sellers are—Carter's Genuine Dry White Lead, Carter's Genuine Orange Lead, and Carter's Litharge.
Get prices and particulars from

The Carter White Lead Company of Canada, Limited, 91 Delorimier Ave., Montreal

THE GENDRON MFG. CO., LTD., Toronto, Canada,

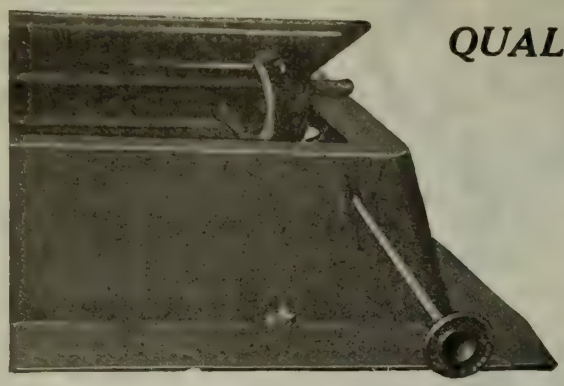
Makers of Children's Vehicles, Bathroom Fittings, Sleds and Sleighs

Lines comprise Metal and Wood Body Express Wagons, Velocipedes, Doll Cabs, Go-Carts, Baby Carriages, Carriers, Invalid Wheel and Rolling Chairs, Towel Bars, Soap and Sponge Holders.



The Gendron Mfg. Co., Limited, 137 Duchess Street, Toronto, Canada

If interested, tear out this page and keep with letters to be answered.



QUALITY *SERVICE*

THE BON LIMITED — CHANDELIERS — LIGHTS SOLD EVERYWHERE — MANTELS - GRATES & TILES

Barton-Netting Co.

LIMITED

9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc.

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

Again in Demand

The wooden tub is back—the high cost of the metal is largely responsible, but a wooden tub has other advantages.

There is no galvanizing or plating to fall off. No rust to spoil clothes, and hot water retains its heat longer.

Cane's wash tubs will be favored. They last a lifetime and are built with the workmanship that has made Cane's Woodenware popular for over thirty-five years.

Order a supply of Cane's Tubs from your dealer for a Source of Good Revenue

The Wm. Cane & Sons Company, Ltd

Manufacturers NEWMARKET, ONTARIO

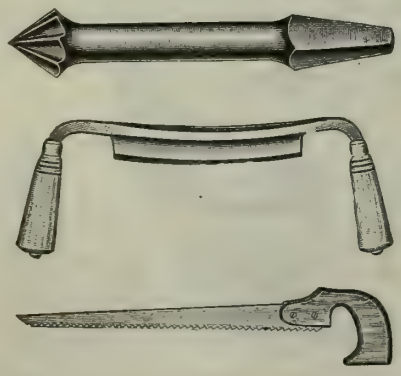
Frost King

Unequalled Endurance

The superior quality of Hoyt Metals has resulted in sales amounting to $10,000,000 worth annually. Truly a remarkable record which might be credited to the high anti-friction quality, unequalled endurance, and the cool running characteristic of this metal.

Hoyt Metal Company

Montreal TORONTO Winnipeg



The Crescent Line

Small Tools and Hardware Specialties

HERE is a widely known line that makes good sales and brings good profits. There is good reason for their popularity. Made from carefully selected materials under the most advantageous manufacturing conditions and rigidly inspected, they satisfy customers and bring good trade.

Ask Your Jobber

Campbell Agencies

Toronto - Canada

The Crescent Company, Meriden, Conn.

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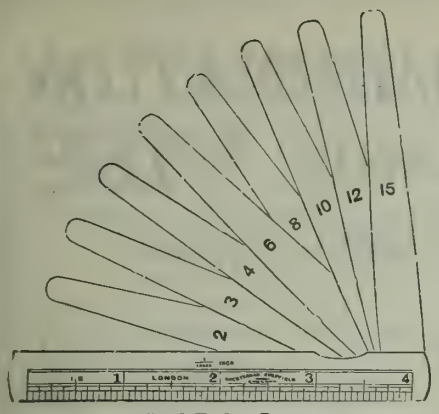


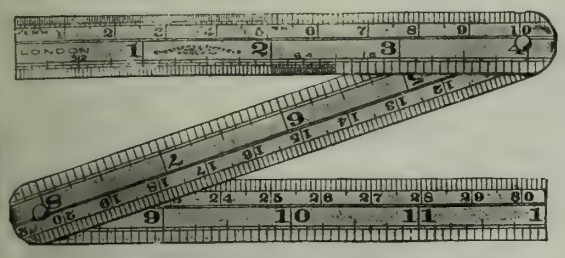
Steel Feeler Gauge

CHESTERMAN'S

Measuring Tapes

Steel, Linen and Metallic

Steel Rules, Straight Edges, Surveyors' Band Chains, Engineers' Tools.



Highest Standard of Accuracy in the British Empire

WRITE FOR CATALOGUE

MANUFACTURED BY

JAMES CHESTERMAN & CO., Ltd.

SHEFFIELD - ENGLAND

Canadian Representative:

F. H. SCOTT,

404 Coristine Building, MONTREAL, CANADA

MILK OR RICE BOILERS

We shall be pleased to give any further information regarding lines shown in our catalogue as follows:—Stoves, Stove Pipe and Elbows, Roofing Material, Tinners Trimmings and Refrigerators.

These boilers are made in fine enameled ware, seamless throughout, white splashed with blue outside, and lined in pure white. Made in Colonial and Premier Ware. Cover fits both inside and outside pots. Davidson quality throughout.

The Thos Davidson Mfg Co Limited

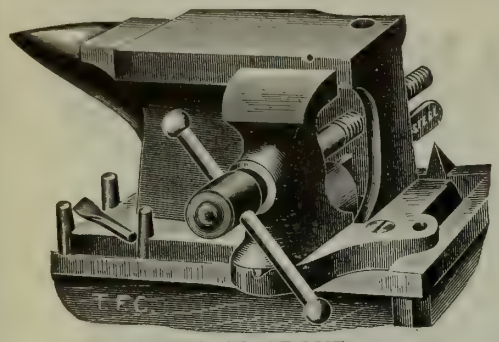
Head Office : **MONTREAL**

Branches—Toronto and Winnipeg

Steel Foundry Division—Lachine Canal, Turcot

DAVIDSON

If interested, tear out this page and keep with letters to be answered.



ANVIL AS ABOVE
Anvil, chilled face, size 4" x 2½", jaw 2"—one C.S. chisel and punch packed with each.

ANVIL SHOWN LOWER RIGHT HAND CORNER
Combined anvil and vise with steel pipe vise jaws, length of face, 6" and 3" jaws.

HANDY COMBINATION ANVIL AND VISE

TIME AND LABOR SAVER

Modern workshops require labor and time-saving equipment. A T-F combination anvil and vise gives the worker the benefit of several tools for the price of one. All parts are made from selected materials, specially tempered and are easily and quickly adjusted—no bolts or screws to get lost or become rusty. Write us for prices.

Taylor-Forbes Co., Limited

Head Office and Works:
Guelph, Ont.

TAYLOR-FORBES CO., LIMITED,
246 Craig St. W., Montreal.
H. C. ROGERS, LTD.,
147 Prince William Street, St. John, N.B.

TAYLOR-FORBES CO., LIMITED,
1070 Homer Street, Vancouver.
H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.

Sno-Wite
Enameled Fixtures

C87. Soap Dish

Genuine Vitreous Enamel

White Porcelain Enamel on Special Iron. Sno-Wite is not baked paint, celluloid or other imitation, but genuine, vitreous enamel.

It is remarkably handsome in appearance and strikingly original in design.

Sno-Wite is a quick seller with a large margin of profit for the dealer.

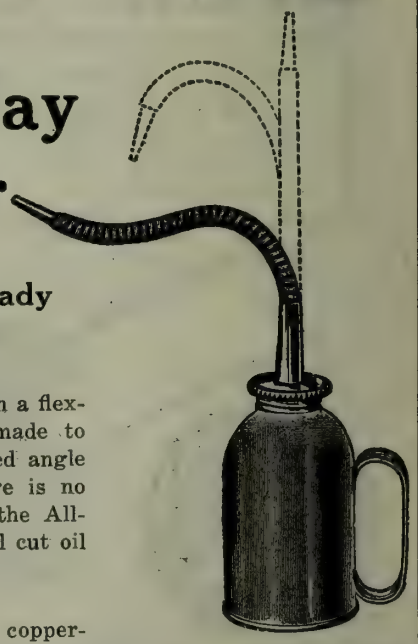
American Enamel Products Co.

CHICAGO, U.S.A.

Ask Your Jobber

R.R. Oiler

The All-Way Oiler



Always Ready for Use

An oiler fitted with a flexible steel spout made to bend to any desired angle or position. There is no oil wasted when the All-Way is used. Will cut oil bills in half.

Strongly made of copper-plated steel. Made in various sizes. See the All-Way Oil Gun, Combination Funnel and filler.

For Locomotive, Machinery, Threshers, etc. In two sizes — No. 4, 1 pint and 10" spout; No. 5, 1 quart and 11" spout.

THE ALL-WAY OILER MFG. COMPANY

196 KING STREET WEST - TORONTO, ONTARIO

If interested, tear out this page and keep with letters to be answered.

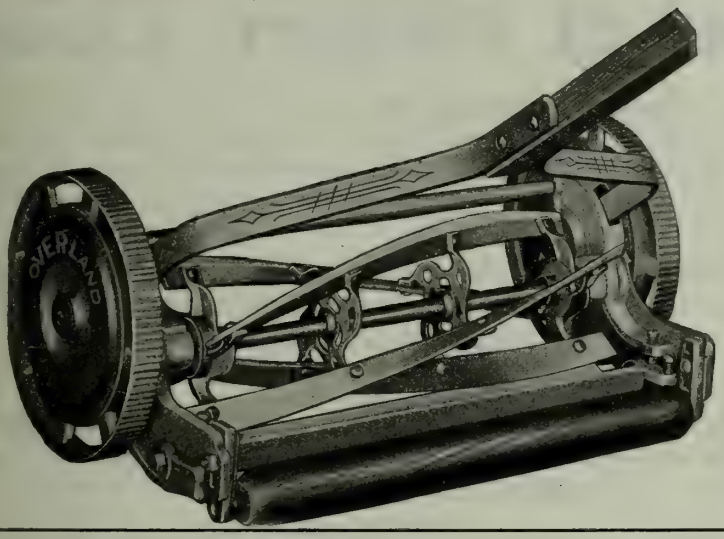
The Overland

Driving wheels, 9 inches in diameter.
Four-blade cutting reel, 6 inches in diameter.
Best quality brass bearing for real shaft. Light running.
Machine screw adjustment of cutter bar.
A mower which is built for the hardest service.
The raised wheel rim protects the gearing from the dirt.
Made in three sizes: 14, 16 and 18 inch.

Five Mowers

With Selling Points

That Make Sales



Because they are carefully tested and inspected before shipment. Attractively painted and finished. Made from perfect castings from our own foundry and accurately machined to perfect fit assuring perfect fit of replacement parts. Wheels provided with reinforced raised rim protecting gears from dirt, grit, etc.

Knives of special process crucible steel specially ground to perfect cylinders on the same bearings on which they cut grass. Special three point catch pinions. Either ball or split brass bush bearings, easily adjusted; and a solid steel tree guard.

The Eureka Planter Co.
Limited

Woodstock, Ontario

"A PROFITABLE SUCCESS"

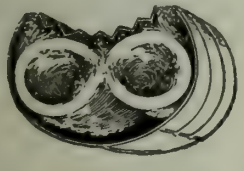
DEALERS handling the 1900 Washer line have found that the privilege of "Filling Washday With Pleasure" is —for them—a pleasant as well as a profitable occupation.

The 1900 Cataract Electric Washer has proven itself **the ideal washing machine** for accomplishing this result—by virtue of several special features.

First the figure 8 movement, that washes clothes cleaner and faster than ordinary washing machines.

Then the swinging, reversible wringer, which saves steps, by swinging from washer to rinse water, then to the bluing water and finally the clothes basket, without shifting the washer an inch.

The fact that there are no parts in the tub to rub against the clothes. No heavy cylinders to lift out and clean after the wash is finished, is another strong selling point.

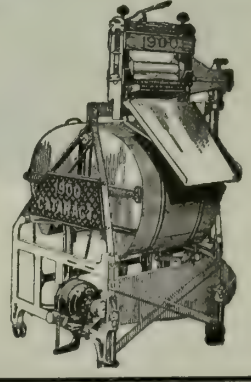


The hot, soapy water swirls through the clothes in a figure 8 movement four times as often as the ordinary washer!

In short, it means that all the housewife needs to do is connect the plug to the electric light and pull back the lever. Off goes the washer and does the work without watching, bother, or fuss.

Extensive advertising is only one of many ways in which we co-operate with the dealer to make the representation of this **perfect washer** "A Profitable Success!"

Write to-day, and investigate our famous line of Washing Machines.



The Nineteen Hundred Washer Co.

1900 CATARACT Electric Washer

357 Yonge Street Toronto

If interested, tear out this page and keep with letters to be answered.

The Largest Manufacturers of Light-Edge Tools in the World

Anvil W P *Brand*

Ward & Payne's Socket Firmer Chisel

We anticipate a heavy Canadian trade this year, and are pleased to announce that we can handle all orders from this field with the utmost despatch. If your jobber cannot supply you order from our nearest representative.

WARD & PAYNE, SHEFFIELD

Here is a **Socket Firmer Chisel** that holds a keen edge under ordinary and heavy work for an extraordinary length of time. Made in the unusual **"W. & P."** way of the best quality materials obtainable composed of a single piece of steel without a weld.

The **Ward & Payne Line of Anvil Branch Light-Edge Tools** enjoy a distinctive reputation throughout the world. They will do credit to your store in both sales and profits.

Canadian Representatives:

ALEXANDER GIBB
3 St. Nicholas Street, Montreal

SHERMAN F. AINSLIE
62 Temperance St. - Toronto

BISSETT & WEBB LTD.
WINNIPEG, MAN.

JACOBS CHUCKS

Canadian hardware dealers handling mill supplies have found Jacobs Chucks a most-profitable line. There is no reason why you, too, shouldn't get your share of this business.

Jacobs Chucks never fail to make good with the drill user. That's because their speed, accuracy and grip result in greater efficiency, convenience, ease of handling and economy in drilling operations.

Selling Jacobs Chucks means selling better drilling. And that's what the drill user is willing to pay for at any time.

Dept. H. M.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

If interested, tear out this page and keep with letters to be answered.

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

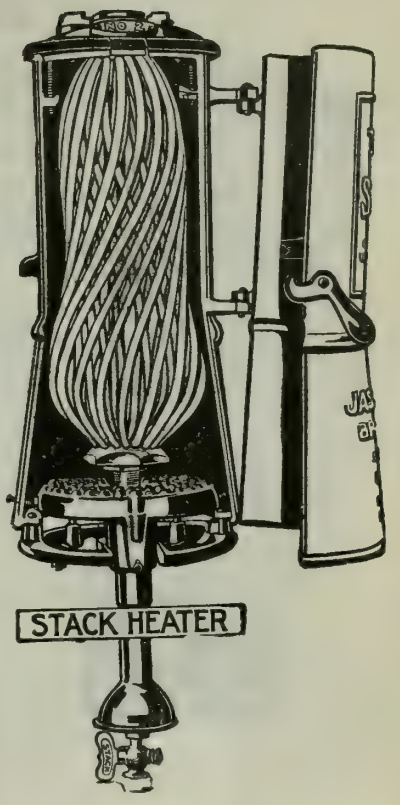
Will Heat Water Faster With Less Gas

STACK HEATER

The Stack Hot Water Heater will heat water in one minute, and with less gas. These are the strong points which make easy selling for the Stack Heater.

When your customers see how the water passes into the numerous small pipes exposed to the hot gas flame, they understand. It requires no technical knowledge to see that the water will heat faster in the numerous small pipes than in one large coil.

Send for Stack Heater Display Card.

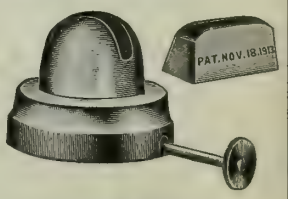


James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West - Toronto

A and B Size Correct Lamp Burner

Correct Lamp and Lantern Burners

(Flame Spreader Type)



No. 2 Cold Blast Correct Lamp Burner

25% to 50% More Light Than Any Other Burner

Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

Give your Wholesaler a sample order. You will like them.

We also make the **"Queen Mary"** and **"Dominion"** Burners.

The Schultz Manufacturing Company
LIMITED
HAMILTON, CANADA

Give us your Wholesaler's name and we we will send you a sample

Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

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Teaching Boys to Buy Good Tools

MANUAL training courses in our schools are teaching boys and young men how to do good work with tools.

These boys, as a result, are coming to appreciate good tools more than ever. They make up a class of tool-buyers that it is distinctly worth while to cultivate.

We are telling these young amateur carpenters and wood-workers about the quality of Disston Saws and Tools.

To do this, we are using the magazines to which they look for information on mechanical subjects—"Popular Mechanics," "Popular Science Monthly," "Scientific American," and "Industrial Arts," etc.

We send the Disston message to more than three-quarters of a million readers of magazines of this kind. The exact number of subscribers is 781,067.

These boys constitute by no means a small market for sales of quality saws and tools.

Telling this market the story of Disston Saws and Tools is another instance of our thorough cultivation of all classes of buyers to increase public demand for high-grade saws and tools.

Next month we will tell you how we reach another class of tool-buyers—the "handy man around the house."

Disston Saws and Tools are constantly advertised in magazines and agricultural publications with a total circulation of 8,497,003 copies each issue.

HENRY DISSTON & SONS, LTD.
TORONTO, Canada - *Branch:* Vancouver, B.C.

DISSTON
SAWS AND TOOLS

MADE IN CANADA

Blacksmith's
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A B. Jardine & Co.
LIMITED
HESPELER, ONT.

BALE-TIES

Hay, Straw, Rags, Paper, Flax, Excelsior, Shavings, Etc.

5 ft. to 12 ft. long. 12 to 16 gauge wire.
Other Lengths or Gauges if required.

WIRE

Bright, Annealed, Coppered, Tinned, Galvanized, Etc., for any purpose. All Sizes, Any Temper.

We carry at all times the LARGEST STOCK of Bale-Ties in Canada

THE
LAIDLAW BALE-TIE CO.
LIMITED
Factory and Head Office **HAMILTON, ONT.**

A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
H. F. Moulden & Son, Confederation Life Bldg., Winnipeg
M. Bryan, 24 Aldgate, London, Eng.

If interested, tear out this page and keep with letters to be answered.

Reed's Patent Plastic Asphalt Roof Cement

repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

GEO. W. REED & CO., Limited
37 St. Antoine Street
Montreal

INCOMPARABLE
REGISTERED
TRADE MARK.

Buyers of Fishing Tackle!

In recent years you must have noticed a marked tendency on the part of **Anglers** to demand finer—less clumsy—better quality tackle. In other words, anglers are becoming real **Sportsmen,** instead of just fishermen and prefer to rely more on their own skill than on coarse, cheap tackle, large hooks and hand lines.

Buyers: Be prepared. The demand for higher grade, more sportsmanlike tackle is surely growing rapidly.

We manufacture all grades, but we much prefer to make and sell the **best**—the most sport-productive and cheapest in the end—**the Incomparable Brand.**

Mail orders and correspondence solicited. Goods sold to the trade only.

Ludgate, Ryder, Thomas & Co.
Clive Road
Redditch - England
Representative—Canada and U.S.—Thos. Tully, Riverside, Illinois

Your Customers Want A Proven Article

If you give them that, you are sure of large and easy sales.

Famous Five Files have proven their merit in the hands of practical users for over fifty years.

The brand is recognized as signifying standard quality.

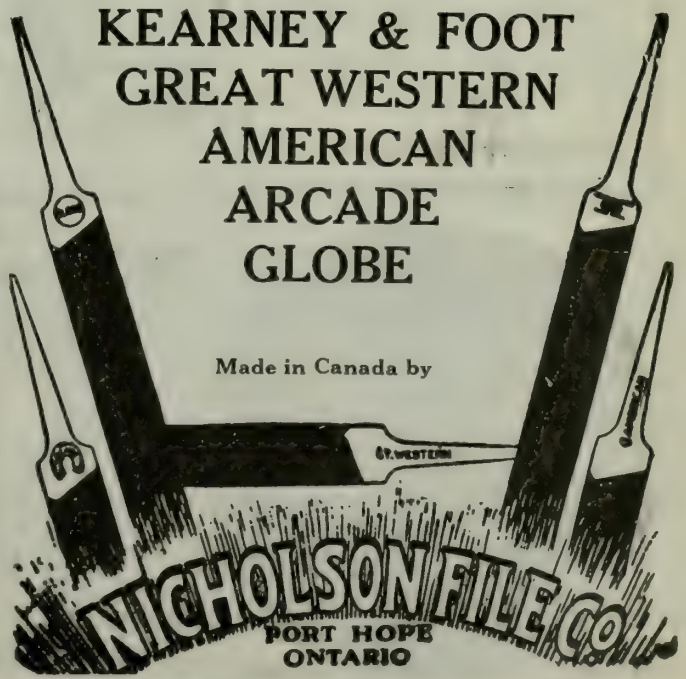
Give your customers what they know to be best and you need waste no time on "selling arguments."

Your jobber can replenish your stock promptly, as fast as you sell.

The Famous Five are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



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Cotton
Jute
Twines

Walter Woods & Co.
Hamilton and Winnipeg

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

LOCKS, BOLTS AND BARS

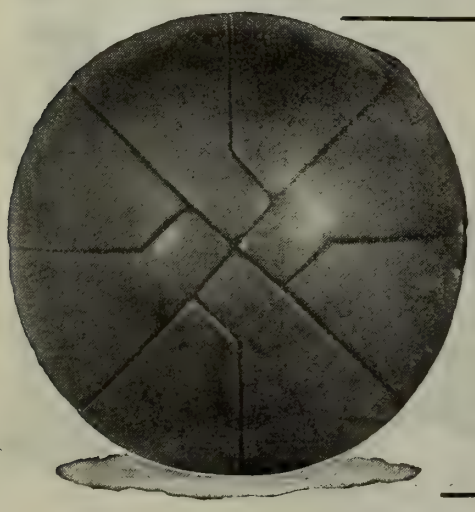
These and all articles pertaining to the Builders', Joiners' and Carpenters' requirements are our specialty.
We are in touch with the most noted and remote manufacturers in the trade.
Do not stand and wonder where you can procure any particular line in hardware. That's ours!
We shall assemble all your requirements and dispatch in one consignment.
Let us have your enquiries at once. Delays are dangerous on a rising market.

Address your envelopes B Dept.

White & Colquhoun

Hardware Exporters

45, 47 and 49 Mains St., off Waterloo St., Glasgow



Williams, Thomas & Co.,

Byron Street Works,
LEEDS, ENGLAND

Manufacturers of

FOOTBALLS, BOXING GLOVES, PUNCHING BALLS, &c., &c.

ESTABLISHED [1900]

BUYING AGENTS WANTED

If interested, tear out this page and keep with letters to be answered.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

Arrowhead Saws

Vanadium Steel

The Standard of Canada

"Arrow heads" are good sellers that make satisfied customers and bring repeat business because they are made right. Made right in temper, balance, hang and properly set.

Put one in the hands of a mechanic. Watch your customer register recognition, satisfaction, appreciation, desire and purchase.

T. F. Shurly Company
Limited
St. Catharines, Ontario

E. Roy, 685½ St. Andre St., Montreal, Que. A. S. Batchart, 26 Adelaide St. W., Toronto C. C. Cartwright, Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

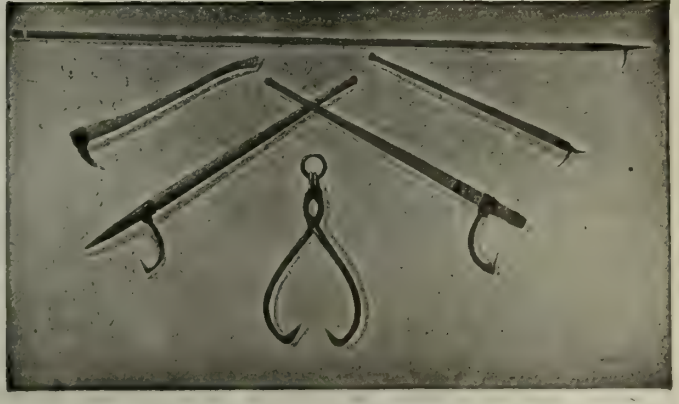
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario



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WROUGHT PIPE

BLACK and GALVANIZED SIZES, ⅛ IN. TO 4 IN.

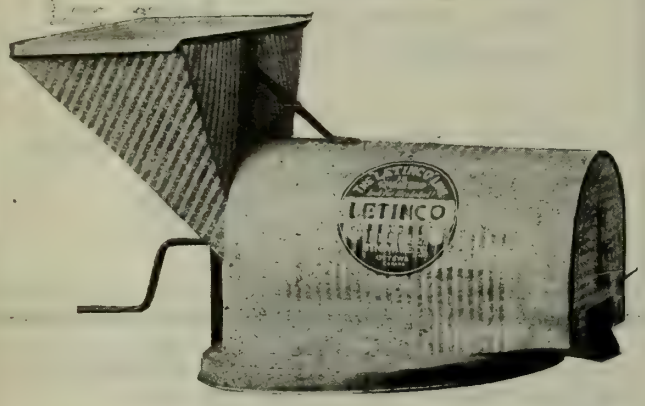
All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

All Sizes of NIPPLES (Black and Galvanized)

Ask your jobber for CT *Brand of Wrought Pipe*

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL Works: Lachine, Can.

The Rideau Ash Sifter



The best of its kind on the market, and at a price that will interest you.

MANUFACTURED BY

The Leslie Tinware Co., Ltd.

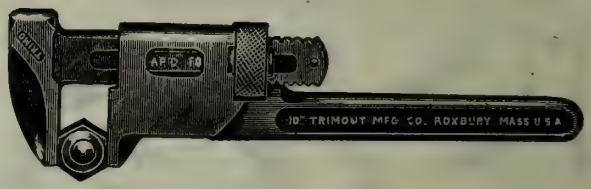
114-116 Scott Street, Ottawa, Ont.

Wholesale Distributors for Montreal:

The Starke-Seybold Co., Limited

TRIMO

The Trimo Pipe Cutter can be converted into a one-wheel or three-wheel cutter by substituting wheels for rolls or rolls for wheels. When making changes care must be taken to replace cotter pins which must always be in place to give proper service.



The Trimo Monkey Wrench is built for strength, especially adapted for heavy work and railroad use.

Trimont Mfg. Company

Roxbury (Boston) Mass, U.S.A.

G. W. Korn's Razors Have the Edge

on all other razors through their quality to give a better shave at all times.

It's the quality—inborn through constant years of knowledge-building experience, and familiarity with the requirements of discriminating buyers.

You can't overstep, nor overstock, on G. W. Korn's Razors. Purchasers are ever on the alert for a razor of appearance, and shaving abilities.

We offer a large, profit-pulling assortment, which is pictured to advantage in our catalogue. **Write for it.**

GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y., U.S.A.

Canada Office: 140 McGill Street, Montreal

If interested, tear out this page and keep with letters to be answered.

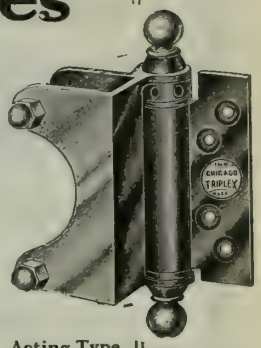
In High Class Lavatories

TRADE MARK
CHICAGO SPRING HINGES

TRADE C&B CO MARK

At clubs, hotels, theatres, restaurants, railroad stations, department stores, etc., you'll find Chicago "Triplex" Lavatory Spring Hinges used almost invariably.

A type for every equipment. Each made to meet a definite service. Type No. 2242 can be supplied with reverse action springs, to hold the door open when released.



Acting Type No. 2242

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue M-36

Reduces Cost of Production

That Carbalox is available in convenient rolls means a saving in production cost. Workmen equipped with convenient rolls, can use Carbalox as needed without waste or loss of time in cutting up sheets. Carbalox, in hardness and cool cutting qualities, is particularly suitable for cutting and polishing aluminum, brass, copper and iron.

Canadian Sales Representatives:
A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

MADE IN CANADA
UNIMECO WROUGHT WASHERS

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

Don't Throw it Away

Does Your Granite Dish or Hot Water Bag Leak?
USE **MENDETS**
A PATENT PATCH

Quick Sales
Big Profit
Satisfaction

Occupy But Little Space
Sell Easy

Here is a quick, easy seller that takes up little space in your store. An extensive investment in advertising has increased the demand everywhere for an article so effective that it creates naturally an enormous demand. Display Mendets and they sell themselves. Write your jobber.

Collette Mfg. Company, Collingwood, Ont.

If interested, tear out this page and keep with letters to be answered.

A safe and certain line for all Hardwaremen

No. 14

25 years reputation

The famous "MAB" RAZORS

Mab Razors still lead the way for quality of workmanship and material. Made from the finest Sheffield steel—carefully tempered and set—every razor guaranteed. "MAB" pocket cutlery is also made from same steel.

Send for prices and particulars from our Canadian agents

THE CANADIAN SALES CO., 11 Adelaide Street East, Toronto **Telephone Main, 6510**

Made by THE MAB CO., Birmingham and Sheffield, England

Good Men

DO you need the services of a good retail salesman, traveller, or manager? The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

Steady Sellers

are proven by the quality of the product. Our galvanized products made by experienced workmen from highest obtainable quality of galvanized sheets will meet every requirement of the particular tinsmith.

Wheeler & Bain Galvanized Products

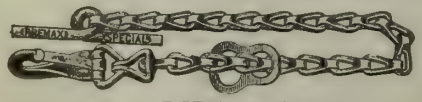
Eavestrough, Ventilators, Galvanized Conductor Pipe, Tin Sheets, Corrugated Iron. In fact, everything in Galvanized Products.

Wheeler & Bain
Toronto

Congratulations to Canada!

Her rapid growth and industrial activity are winning the admiration of the whole world.

We are proud to number so many of her splendid Merchants on our books as satisfied customers.

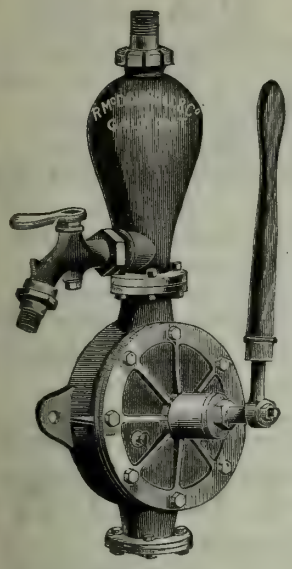


Our Catalogue still free for the asking

NIAGARA FALLS METAL STAMPING WORKS

237-239 TENTH STREET **NIAGARA FALLS, N.Y.**

If interested, tear out this page and keep with letters to be answered.



An Up-To-Date Improvement For Summer Cottages

Do your customers ever ask for a simple, easy working, substantial

FORCE PUMP

that is guaranteed to give satisfaction and is built in such a manner that any thought of repairs is unnecessary?

The IDEAL Double Action Oscillating Force Pump

We have a good supply of these Pumps on hand and they should be excellent sellers this summer.

Write us for particulars and prices.

THE R. McDOUGALL CO., LTD.
GALT - - CANADA

The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

in

ENGLAND and AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

Montreal Toronto
Philadelphia New York
Winnipeg
London, Eng.

Canada's *All Steel* Refrigerator *for* Summer Trade

Porcelain enamel finish inside and out, rigidly and strongly made. Seams are few and soldered (no riveting). Walls insulated with two layers of linofelt and ¾ inch dead air space. Removable trap catches dirt and keeps out warm air. Heavy galvanized steel throughout. Handsome brass and nickel hardware, ball bearing castors. Made in two sizes.

For Sale by Leading Jobbers

Manufactured by
J. Samuels, 275 Queen St. West **Toronto**

Soligum

WOOD PRESERVATIVE & STAIN

Made by
Major & Co., Ld.
Hull, England

Supplied in Wood Preservative Grade and also in Colors for Shingles and outside work—in 1 gal., 5 gals., or Barrels.

Retails from $1.20 to $2.00.

STURGEONS LIMITED, TORONTO

Agents for: "Ferrodor" Metal Paint
Paripan Enamel
Flintex Concrete Hardner
Solpar Wax Varnish, etc.
Oakey's English Flint Paper, etc.
Silica, Golden and Grey Ochres.

If interested, tear out this page and keep with letters to be answered.

Just a Few Tools

We make a lot more —but that's a matter for our catalogue.

Your jobber stocks our line, but the catalogue will help in making the right selection.

The Warren Tool & Forge Co.
234 Griswold St.
WARREN : OHIO

PARIS

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION
SCREEN AND STORM
DOORS
RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.
PARIS, ONTARIO

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

J. J. Turner & Sons Limited
PETERBOROUGH, ONT.

PIPE STRAPS

(Electro-Galvanized)

Assorted Sizes
¼ inch to 3 inch

Also
Metal Stamping for Manufacturers

WALTER H. WICKWARE
53 Booth St.
OTTAWA CANADA

PLUMBS **SAND'S** LEVELS

Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

Canadian Branch:
CAMPBELL AGENCIES, McKinnon Building
TORONTO, ONT.

H.R.S & C°
Regd. Trade Mark

HARDWARE
HEAVY & SHELF

METALS
ALL DESCRIPTIONS

Henry Rogers, Sons & Co., Ltd.
Estab'd 114 Years
WOLVERHAMPTON, ENGLAND
Representatives: Harry F. Moulden & Son, Winnipeg, Man.

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

OAKEY'S
"WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.

Agents:
F. Manley, 42 Sylvester-Willson Bldg., Winnipeg
Sankey & Mason, 839 Beatty Street, Vancouver.

If interested, tear out this page and keep with letters to be answered.

BIG PROFITS

FOR THE RETAIL HARDWARE STORE

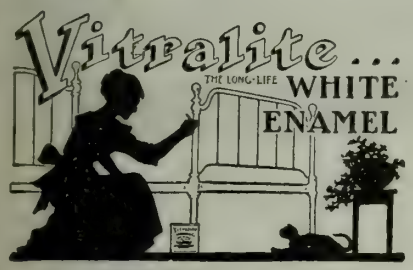
SELLING

Tents and Camp Equipment

WE ARE WHOLESALE MANUFACTURERS—TRY US

WOODS MANUFACTURING CO., LIMITED

OTTAWA



Fulfills a High Purpose

A "hand of iron in a velvet glove" — that's Vitralite, the long life white enamel. Vitralite fulfils a high purpose. It's covering capacity and the superlative ease with which it is applied can be proved by demonstration. The wise dealer will order now. Write for particulars.

Our travellers cover Western Ontario and Niagara Peninsula

KENT-GARVIN CO. LTD.

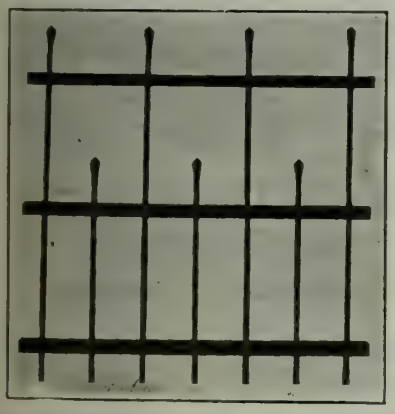
HAMILTON, ONTARIO

Ward & Smith, Ltd.

CONGO WORKS
Sheffield, England

Buyers of the following will do well to write for our prices and delivery

PLIERS, SPANNERS, TURNSCREWS
and
STAMPINGS
and
MILD STEEL BARS
and
BILLETS



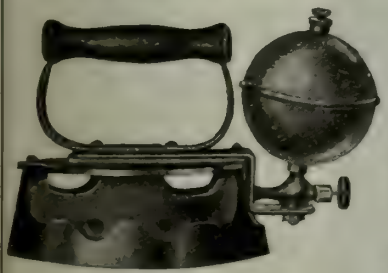
IRON FENCING,
of various designs,
WIRE WORK
of all kinds.

C. H. JOHNSON & SONS, Limited

Wire Works, St. Henry
MONTREAL

NOTICE TO THE TRADE

FOR 6 MOS. MAY JUNE JULY AUG. SEPT. OCT.



You can make quick sales and big profits selling the

"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by
NATIONAL STAMPING & ELECTRIC WORK
CHICAGO, U.S.A.

NORCROSS

GARDEN CULTIVATORS

are growing in demand every day. Over a Million are now in use. Sell one to a customer and you get his next door neighbor. Every Farmer and Gardener is a prospect. The Norcross comes in (3) sizes, 5-Prong, 3-Prong and Midget, suited to both men and women. A Norcross bears a Distinctiveness of Quality—Class and Finish that quickly appeals to buyers. Well made—Durable—Handsome in appearance, they sell readily at a good profit and you can confidently recommend them. Ask your jobber for Norcross Goods.

C. S. NORCROSS & SONS

Sole Mfrs. BUSHNELL, ILL.

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OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 WELLINGTON ST. W., TORONTO

No. 1 C. & L. FIRE POT

No. 1 Fire Pot
List Price, Each $27.20
Ask for Discount.

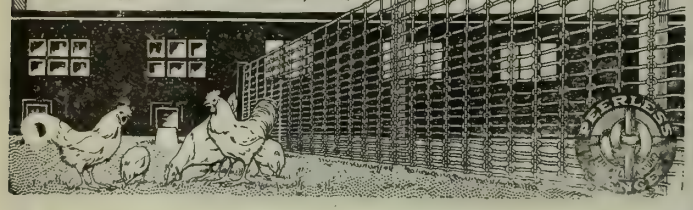
is the greatest general utility Fire Pot made. The tank is made of heavy gauge, seamless drawn steel, Tinned inside and out (Rust Proof) and fitted with Patented Cushion Protection Band at base of tank and Patented Dust Proof Filler Cap. The burner is swiveled, giving the operator perfect control of his fire. The No. 1 is very economical and will soon save the user his cost in the saving of fuel alone. Jobbers supply at factory price. Send for catalog.

Clayton & Lambert Mfg. Co.
Detroit, Mich., U.S.A.

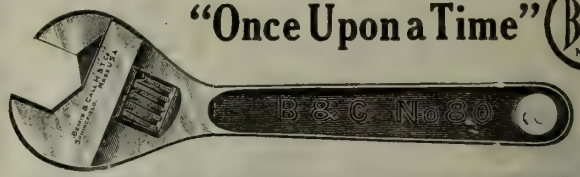
PEERLESS PERFECTION POULTRY FENCING

The first cost of a good fence is but little more than a cheap or poor one—no more work and lots more satisfaction. **A REAL FENCE—NOT NETTING**
Strongly made and closely spaced—making it a complete barrier against large animals as well as small poultry. Top and bottom wires No. 9—intermediates No. 13 wire—made by the Open Hearth process which time and other tests have proven to be the best. Ask about our farm and ornamental fencing. Write today for catalog. Do it now. It is sent free on request.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Man. Hamilton, Ont.



"Once Upon a Time"



An automobile broke down in front of a Hardware Store. While the lightning flashed and the water gurgled along the curb, the owner slogged around in his wet boots and found he had no tools with him. The Hardware Man sold him a wrench, in a few minutes a screw driver and another style of wrench. And then, gently and tactfully—for the car-owner was miserable—he pointed a moral about preparedness; and he sold that auto driver about fifty dollars' worth of tools. HE HAD THE RIGHT TOOLS.
Are you prepared? Have you got a line, like Bemis & Call, that you could stand and watch him use with confidence that he would buy more?

WRITE FOR PRICES

Bemis & Call Hardware & Tool Co.
SPRINGFIELD, MASS., U.S.A.

Canada Wire and Iron Goods Co.

Manufacturers of
Wire Cloth, Wire Rope
Fire Place Screens

Hamilton - - Canada

Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO. LIMITED
TORONTO CANADA

Made in Scotland.

TRADE MARK "MORRISCA"

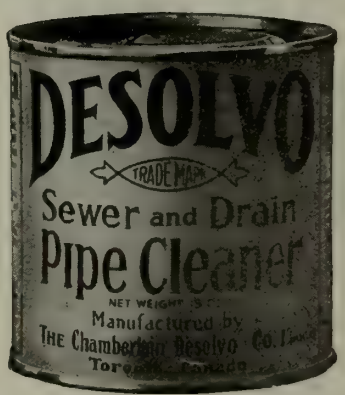
Used the world over.

ESTD. 1855

MORRISCA BRAND
Silkworm Gut Products and General
FISHING TACKLE

Write for Export Terms to—

MORRIS CARSWELL & CO., LTD.
118, HOWARD STREET, GLASGOW, SCOTLAND.
And at MURCIA, SPAIN



DESOLVO
DON'T TAKE A CHANCE

Place your order for Desolvo, the handy cleaner now. The success of Desolvo warrants a great rush this Spring. Jump to it. Double your customers and your profits. Order now.

THE CHAMBERLAIN DESOLVO COMPANY
110 Church St., Toronto

Eastern Canada Representatives: Richardson & Bureau, 55 St. Francis Xavier St., Montreal, Quebec.
Ontario Representative: L. F. Mayne, 99 Quebec St., Toronto.
Western Canada Representative: N. D. McPhail & Co., 1329 Standard Bank Bldg., Vancouver, B.C.

If interested, tear out this page and keep with letters to be answered.

Assure Sales by Stocking

Maple Leaf Belt Dressing

—increases the life and efficiency of the belt, eliminates slipping. That's why you have good sales with it.

Dominion Belting Company, Limited
Hamilton Canada

HADFIELD & CO.

WYMING WORKS, HOWARD STREET
SHEFFIELD, ENGLAND

If you require the BEST

Stainless Table Cutlery

ORDINARY TABLE CUTLERY
PEN AND POCKET KNIVES
RAZORS AND SCISSORS

Also our latest special line :

British Combs for British Homes

ALUMINIUM, NICKEL, SILVER AND PIN WIRE TOOTH

Agents Wanted

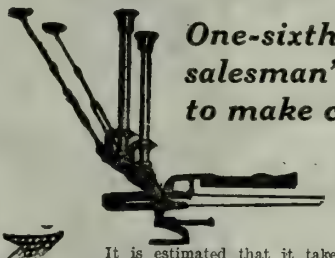
THE GREAT WESTERN SMELTING & REFINING CO.

Manufacture and stock a complete line of metals

Babbitt Metals
Guaranteed Solders

Also Pig Lead, Banca Tin, etc.

VANCOUVER, B.C. P.O. BOX 1060



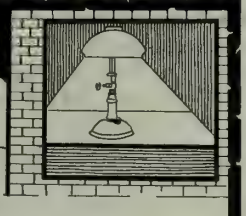
One-sixth of your salesman's time to make change

It is estimated that it takes one-sixth of a salesman's time to make change under ordinary conditions. This means the time of one salesman in a staff of six. Eliminate the running and five salesmen can do the duties of six.

Our Cash Carriers will accomplish this for you, and at a greatly reduced cost with more efficiency. There also would be two persons in every transaction, viz., the salesman and cashier—each checking the other—and your money will be in the custody of one person, and in your office, where it properly belongs. Had you thought of it in this way. Our leaflet explains it fully.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada

Dixon Safetee Lamp



Every Canadian Rural Home a Prospect

Safe and efficient; gives 300 candle power. Costs less than one cent an hour. Not an experiment—but a proven lamp.
Demonstrate it—it sells on sight when in action.

The Hamilton Gas Mantle Company, Limited
Head Office and Factory:
TORONTO HAMILTON, CANADA MONTREAL

We Make a Specialty of

Special Steel Stampings

Send us your requirements and we will give you

Quotations

Homer & Wilson

Lancaster Street
Hamilton, Ont.

Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. ***Immediate Shipment***

JAMES HUTTON & CO.

706 Shaughnessy Building - MONTREAL

Cow and Calf Weaner

Impresses Every Stock Owner

KANT-SUK

A humane and efficient device. The hinge construction permits grazing—cow and calf together—yet prevents sucking. Easily applied. Sells the year round.

Imperial Bit & Snap Company, Racine, Wis.

If interested, tear out this page and keep with letters to be answered.

FAIRBANKS-MORSE

A National Institution of Mechanical Service

IN Canada, as in every country in the world, there are names which, through years of service, have warranted national confidence and good-will. In the Canadian world of mechanical and engineering efficiency there is one name which enjoys the distinction of leadership. Its prestige carries through the entire coast-to-coast chain of sales offices and warehouses into every city, town, and hamlet.

Fairbanks-Morse products mark the farmer, the manufacturer, the artisan, and all users as careful and practical buyers of mechanical goods. The Fairbanks-Morse 100% quality seal is the buying guide for the consumer—the guarantee of satisfaction.

The Canadian Fairbanks-Morse general catalogue is a reference of what is standard in design and practice in mechanical goods. This book lists the largest variety of scales, valves, steam goods, oil engines, pumps, electrical machinery, machine tools, woodworking machinery, transmission appliances, railway contractor's and machine shop supplies ever published in Canada in one book. Your copy will be sent on request.

The Canadian Fairbanks-Morse Co., Limited

Halifax, St. John, Quebec, Montreal, Ottawa, Toronto, Hamilton, St. Catharines, Windsor, Winnipeg, Regina, Saskatoon, Calgary, Vancouver, Victoria. 1

Canada's Departmental House for Mechanical Goods

If interested, tear out this page and keep with letters to be answered.

VIKO

Aluminum Cooking Utensils and Specialties

The Largest and Most Complete Line of Aluminum Ware in Canada

Catalogue and Price List on Request

Aluminum Specialty Company
OF CANADA
60 John St. - - Toronto

Butler's FAMOUS SHEFFIELD CUTLERY

"CAVENDISH" CUTLERY & PLATE

"KEEN" RAZORS

GOLD MEDALS. GRAND PRIX.

JAMES BUTLER, Head of the Butler Firm 100 years ago.

Regd A.D 1681 | "BUTLER" 1768 | ART 1861

We are Eastern Canada representatives for the celebrated

V.D.L. Tires and Tubes

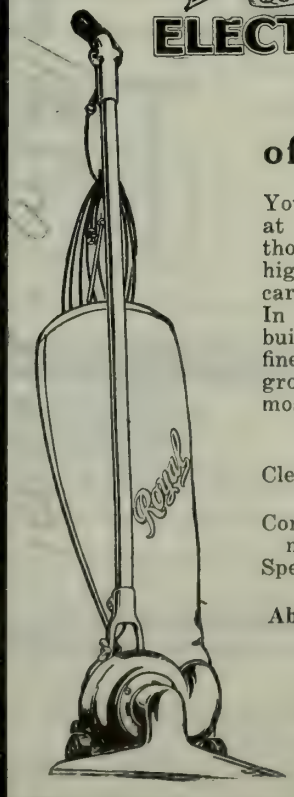
and

"VIKO" Aluminum Products

A full line of Auto Accessories, Electrical Specialties, and Hardware requisites.

HURTUBISE LIMITED
Successors to
North American Hardware Supply Limited
222 Notre Dame Street West
MONTREAL CANADA

ROYAL
QUALITY SERVICE
ELECTRIC CLEANER



The Aristocrat of Suction Cleaners

You will not find any cleaner, at any price, combining such thoroughness in design, such high quality materials and such careful accurate workmanship. In every detail the ROYAL is built with the exacting care of a fine watch—every part being ground and fitted with the utmost precision.

ONE PRICE ONLY
Cleaner only $72.00
EXTRAS
Complete Set Attachments $17.50
Special Set Attachments .$12.50

Absolute Protection to Dealers.

Write Us.

Munderloh & Co. Limited
Montreal - Canada

If interested, tear out this page and keep with letters to be answered.

Cannon Oilers

Easy Seller Because—

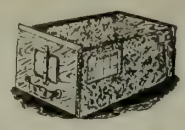
It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.

THE "CANNON OILER"

FORCES THE OIL ANYWHERE

Name Copyrighted.
Original Patents Owned.
All Rights Reserved.

Order NOW of Your Jobber.
Manufactured only by
THE CANNON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.



Equipment for the Hardware Store

WALL CASES SCREW CASES
DISPLAY COUNTERS, SHELVING

CAMERON & CO., 74 Logan Ave., Toronto

OWL BABBITT METALS

Hardware dealers can get Owl Traction Babbitts for tractors, Owl Babbitt Metal for threshers, and Owl Vulcan Babbitts for light, general work from their jobbers. Also solders for tinsmiths and plumbers.

OWL METAL COMPANY WINNIPEG

SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple to the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.
TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 218 State St., BOSTON

Varnish Brushes a Specialty

Ask for our prices and list of goods available for spring business.

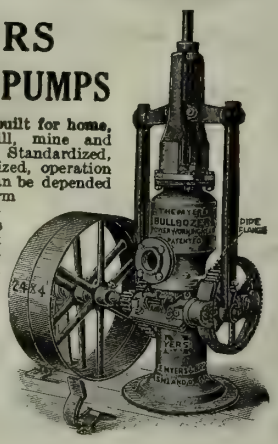
Our prices are right.

EXCELSIOR WIRE CO. LIMITED
22 VICTORIA SQUARE, MONTREAL

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F. E. Myers & Bro.
ASHLAND OHIO

Foster Pottery Co.
HAMILTON - CANADA

Manufacturers of Flower Pots, Saucers, Fern Pans and Hanging Baskets. Ask for Catalog and Price List.

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FERRONA PIG IRON

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The Non-Poisonous Fly Destroyer

The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baites and poisoned flies dropping into foods or drinks.

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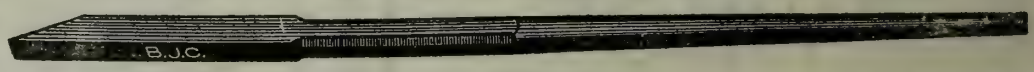

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We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

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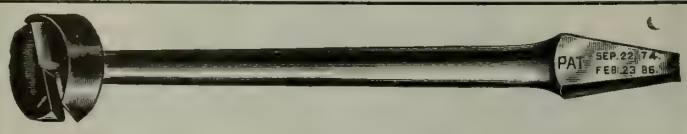

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bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

If interested, tear out this page and keep with letters to be answered.

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Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

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Drop a card for prices and particulars.

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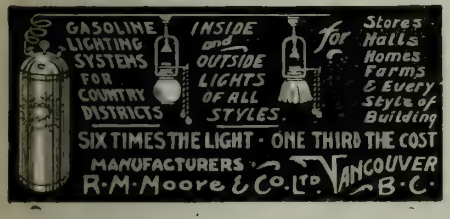

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We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

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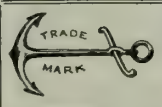

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We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

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Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
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Quality Guaranteed Prices Right Let us Quote You
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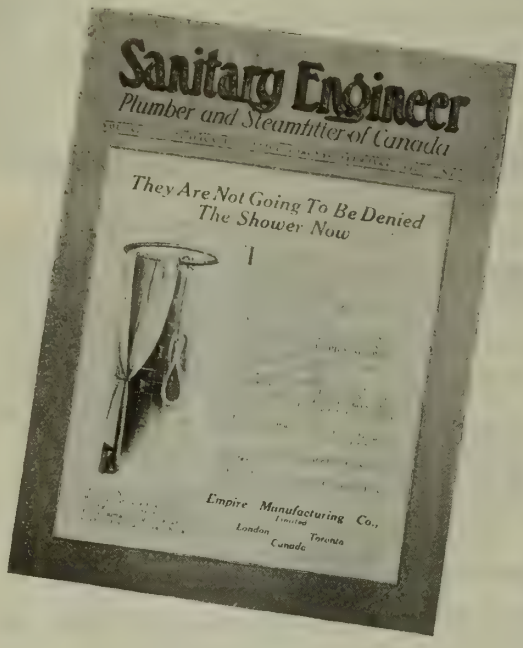

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If you conduct a plumbing and heating department and you are not yet a subscriber to SANITARY ENGINEER, you are overlooking one of the best investments you could possibly make.

Read This Interesting List

Read the following, giving a brief summary of editorial information in the April 1 issue:

"PLUMBING REPAIRS WILL BE CASH." A story telling how 10 Brantford plumbing firms have placed their businesses on a cash basis.

"RIGHT ON THE JOB—GET BUSINESS." An illustrated story telling how Brousseau and Frere, Quebec, Que., have built up a big business on a small beginning. Their methods are described in this issue.

"SASKATCHEWAN CONVENTION REPORT." A detailed report of the convention of the Saskatchewan Society of Sanitary and Heating Engineers held at Saskatoon.

"CONTRACTS AND CREDITS." An address delivered by Neal Beaton, of Beaton & Brady, Saskatoon, before the Saskatchewan Convention.

"SEWAGE DISPOSAL FOR SMALL COMMUNITIES." Fourth article of a splendid series of articles by B. T. Ellis for which SANITARY ENGINEER has the exclusive publication rights for Canada.

"VENTILATION AND EXHAUST SYSTEMS." An address delivered by C. W. Keniston at a recent convention held in Milwaukee.

"TEST YOURSELF WITH THESE QUESTIONS." A test which you can apply to yourself. It consists of 65 questions and will enable you to check up the results of your personal effort and also of your business.

"RUMOR OF A TAX ON SALES IN CANADA." Details regarding the proposed turnover tax and how it will work out.

"MONTREAL CRAFT SEES ENCOURAGEMENT." A page of interesting information regarding the activities of the Montreal organization.

"THOUGHTS." By Napolean Hill—a page of inspirational reading matter.

"BUILDING ACTIVE DURING FEBRUARY." Complete Details regarding the building permits issued in Eastern and Western Canada cities.

"EDITORIAL." Success and Profiteering—Under Production and Over Production—Increasing Sales—Turnover Tax—Causes of Inflation—Are You Insured?

"NEWS FROM HERE AND THERE." A bright breezy page giving news gathered from various sources.

"MARKET CONDITIONS AND TENDENCIES." Two pages of bright accurate market information giving actual prices quoted on goods used by the plumbing and heating trade.

The above is a partial list of the editorial contents of the April 1 issue.

The April 15th issue contained, among other features, a complete report of the Ontario Society of Domestic Sanitary and Heating Engineers' Convention, held at Toronto.

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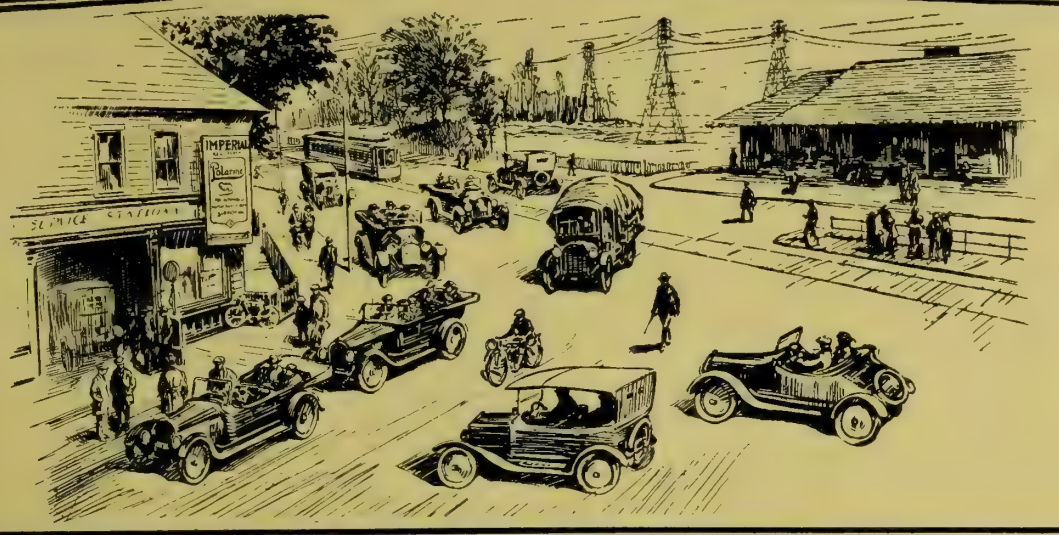

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That's the sign motorists look for when they need lubricating oil.

Over 62 per cent. of Canadian motorists use Imperial Polarine exclusively.

Handle Imperial Polarine and you are assured of a steady trade and a turnover of hundreds of dollars' worth of Imperial Polarine each year.

Your store becomes the motorist's headquarters for lubricating oil—you make a minimum profit of 33 1/3 per cent. on every sale—and incidentally get much additional business as well because motorists who call for Imperial Polarine are liberal buyers of many other things.

You are entitled to share in the benefits that all Imperial Polarine dealers derive through the great demand for this high-grade lubricant—a demand that is being steadily increased by our extensive advertising and by the superior qualities of Imperial Polarine itself.

For better business carry all grades and sizes. Imperial Polarine, Imperial Polarine Heavy, Imperial Polarine A. In ½ gallon, gallon and 4 gallon lithographed sealed cans, 12½ gallon steel kegs, half-barrels and barrels. Also Imperial Polarine transmission and differential oils and greases.

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MAKES A GOOD CAR BETTER

Three grades for automobile cylinder lubrication.

IMPERIAL POLARINE
(Light Medium Body)
IMPERIAL POLARINE HEAVY
(Medium Heavy Body)
IMPERIAL POLARINE A
(Extra Heavy Body)

One of these grades is specially recommended for the correct lubrication of any car or truck in your community.

See the Imperial Polarine Chart of Recommendations—display it prominently and sell by this chart.

For Efficient
Automobile transmission and differential lubrication sell
IMPERIAL POLARINE TRANSMISSION OIL
In cases where grease is required or preferred sell
IMPERIAL POLARINE TRANSMISSION GREASE "B"
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Manufacturers and Marketers of IMPERIAL POLARINE MOTOR OILS & GREASES

Marketers of *Gargoyle Mobiloils* in Canada

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SPARK PLUGS
AND TERMINALS

Note these prices carefully. Then tear out this page and file it for future reference.
The Rajah Auto Supply Company assumes the difference in exchange.
Further information covering new price shedule on request.

½" Standard
For all motors using regular ½" plugs.
$1.25

½" No. 2
Specially adapted for Ford, Overland, Studebaker. Can also be used in any motor made for ½" Standard plug **$1.25**

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Reo, also old Models Overland, Winton, etc.
$1.25

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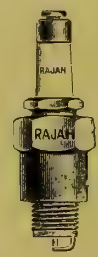
Pierce-Arrow including 1915, Essex, etc.
$1.25



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White, Simplex, Pierce-Arrow including 1915, Essex, etc. Foreign Cars.
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⅞-18 Standard
For all motors using regular ⅞-18 plug.
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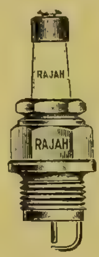
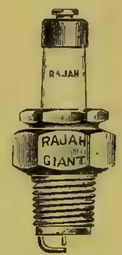
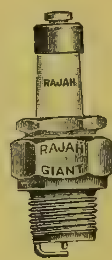
⅞-18 No. 2
With longer body than ⅞-18 Standard for convenient use in Chandler, White and other cars of similar construction.
$1.25



⅞-18 Long
For Buick, Chalmers, Oakland 34B, Oldsmobile 6 Cyl. Nash up to 1919. Premier, Winton, Dodge and motors requiring longer firing point than ¾-18 Standard. **$1.25**





½" **⅞-18 Giant**
Also ⅞-18 Long and ⅞-18 Extra Long —firing point 1¼".
A big, sturdy, heavy duty type of plug for pleasure cars, trucks, tractors, marine and stationary engines.
Exclusive equipment Advance-Rumely Tractors. $1.25 each.

Thumb Nut
With all Rajah plugs unless otherwise ordered.

Ball
For Chevrolet, Franklin, Locomobile, Willys-Knight, etc.

Stud
For Buick, etc. Also made with Curved Clip same as Ball Terminal.

Terminals purchased separately, 10c each

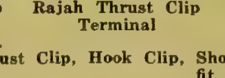
Rajah Plugs can be used on any car with the Rajah terminal adapters, free with each plug. The Thumb Nut Terminal can also be used with any make of plug to give the great convenience of a clip connection on Chandler, Cleveland, Dodge, Essex, Ford, Haynes, Hup, Hudson, Lexington, Maxwell, Mitchell, Packard, Twin Six, etc., and many trucks and other motors having spark plug wires fitted with ring terminals.

Terminals purchased separately, 10c each.

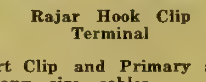
RAJAH TERMINALS

Rajah Terminals are used as standard equipment by more than three hundred pleasure car, truck, tractor, marine engine, motorcycle, airplane, and ignition manufacturers. The Rajah is the original Clip Terminal. It is made of a special quality metal, providing an efficient, strong and dependable clip connection that will not loosen with vibration or use. It fits any plug. Look for the Trade Mark "RAJAH" on each one.

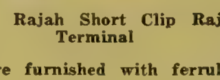
Rajah Regular Clip Terminal
Fits any size cable.



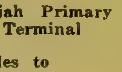
Rajah Thrust Clip Terminal



Rajar Hook Clip Terminal



Rajah Short Clip Terminal



Rajah Primary Terminal

The Rajah Thrust Clip, Hook Clip, Short Clip and Primary are furnished with ferrules to fit any size cables.

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A Counter Salesman that draws no salary, but which pays you big profits.

Representatives for Canada:
THE JOHN BERTRAM & SONS COMPANY, LIMITED, Dundas, Ont.

MANUFACTURED BY
RAJAH AUTO-SUPPLY COMPANY, BLOOMFIELD, N. J.
DON'T FORGET TO TEAR OUT THIS PAGE AND FILE IT CAREFULLY.

The Super-Test

¶ BEFORE you were asked to buy or try Dunlop Cord Tires, they must undergo a test such as you would never give them.

¶ Tires, just like your garagemen and dealers now sell are put on our own test cars, and away speed the drivers.

—A Test that is kept up day and night.

—A Test that takes in some of the worst roads in the country and the generality of bumps, bad turns, and all the sudden stops that go with them.

—A Test that specifies the number of miles which must be made by the drivers each day and night.

¶ The results of this crucial test, naturally, have an important bearing on our manufacturing policy.

¶ Tested-in-Advance Service aptly applies to *Dunlop Cord Tires—"Traction," "Ribbed."* Can you ask for a greater guarantee than the story the road tells—a story which in the case of Dunlop Cord Tires proves that our manufacturing methods are not only Right but *Dead Right?*

DUNLOP THE UNIVERSE OVER — THE WORLD'S GREATEST RUBBER ORGANIZATION

DUNLOP TIRE & RUBBER GOODS CO., Limited

Head Office and Factories: TORONTO

BRANCHES IN THE LEADING CITIES

DUNLOP TIRES

If interested, tear out this page and keep with letters to be answered.

FYRAC
Spark PLUGS

Canadian Money at Par

There is nothing you need add to the story of better service plainly told by Fyrac's *one inch firing surface*—seen by the motorists in advertisements everywhere—and there on the plug, in your store.

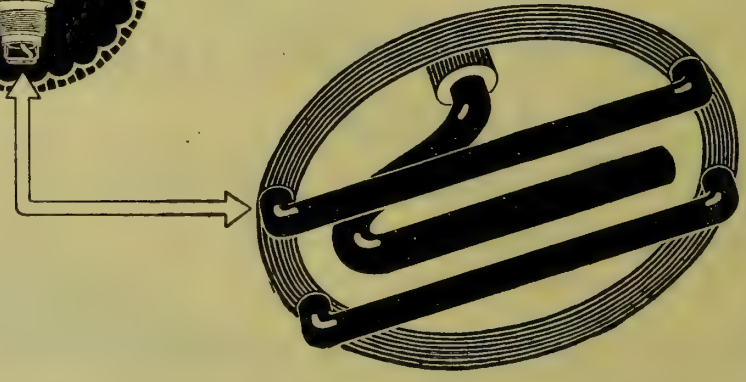
Just as undeniable is the promise of long life in that flint-hard Fyrac insulator.

Fyrac sells itself—keeps itself sold.

FRYAC MANUFACTURING CO., *Rockford, Ill.*

Canadian Department
Campbell Agencies, 350 McKinnon Building
Toronto, Canada

Export Department, Werner & Butts, 336 Whitehall Bldg., New York, U. S. A.



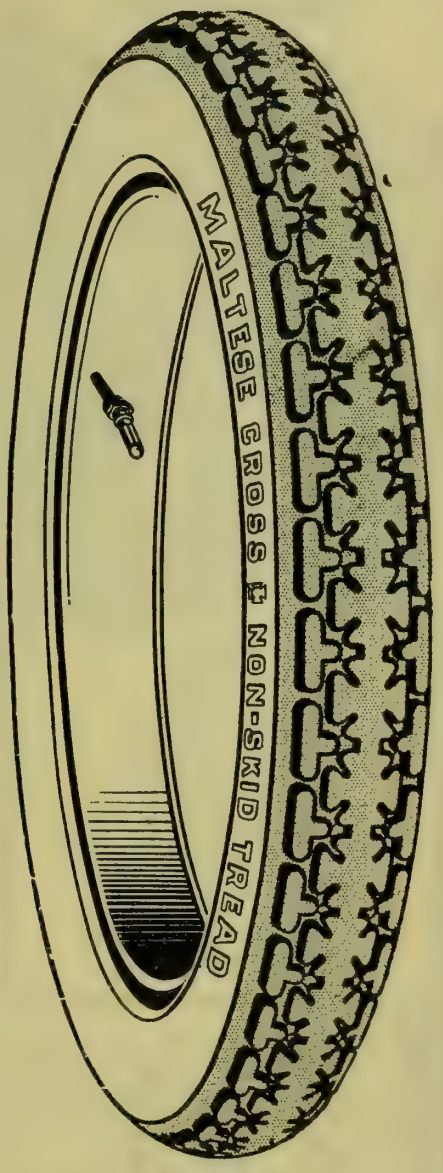
ONE INCH
FIRING SURFACE

This shows the central electrode, from whose *one inch firing surface* sparks leap the gap to the stout right and left wires, made to live long. *One inch firing surface* insures reliable power, and prevents gasoline-formed carbon.

If interested, tear out this page and keep with letters to be answered.

Leadership Means Prosperity

The display of "Gutta Percha" Tires in your store window will mark you as the leading dealer of your town. The extraordinarily pleasing performance delivered by "The Tires That Give Satisfaction" has so convinced motorists that they demand them.



"Gutta Percha" Tires

are trade bringers. If you are not stocked with them, order a supply immediately. Remember, good customers are attracted by good goods.

"The Tires that Give Satisfaction"

Gutta Percha & Rubber, Limited

Head Offices and Factory: Toronto

Branches: Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria

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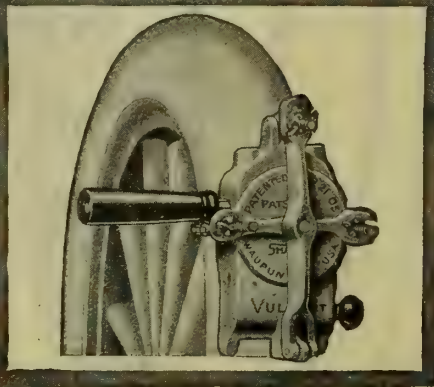

"—saves two-thirds of my Tire Expense"

"Once a week I go over my tires—and seal the little holes and cuts that ruin tires by permitting dirt, oil and water to reach and rot fabric. With the SHALER Vul-Kit I 'vulcanize' these holes with tough, new rubber that makes a lasting job of it. It takes only a few minutes—but keeps my tires good as new—prevents tire trouble—*doubles* my mileage—and actually saves ⅔ of my tire expense."

Sell the SHALER VUL-KIT

It's easy to sell. Motorists are looking for a tire-saver like this. Their word-of-mouth endorsement of the SHALER to their friends gives you a chain of sales. The repair material they buy of you to use with this vulcanizer gives you "repeat" profits that come to you regularly—without effort. You make a good profit selling the Vul-Kit itself and big, steady "repeat sale" profits.

SHALER Vulcanizers are advertised regularly throughout the year. Motorists are now reading the large, dominant advertisements in the leading national and motorist publications. Every car-owner needs a SHALER Vul-Kit—sell it to him and make these big steady profits for your self.

Order From Your Jobber Now—Write Us for Catalog

of the complete line of SHALER Vulcanizers for garages, tire repair shops and motorists' use

C. A. SHALER CO., 1504 Fourth St., Waupun, Wis., U.S.A.

Oldest and Largest Manufacturers of Vulcanizers in the World

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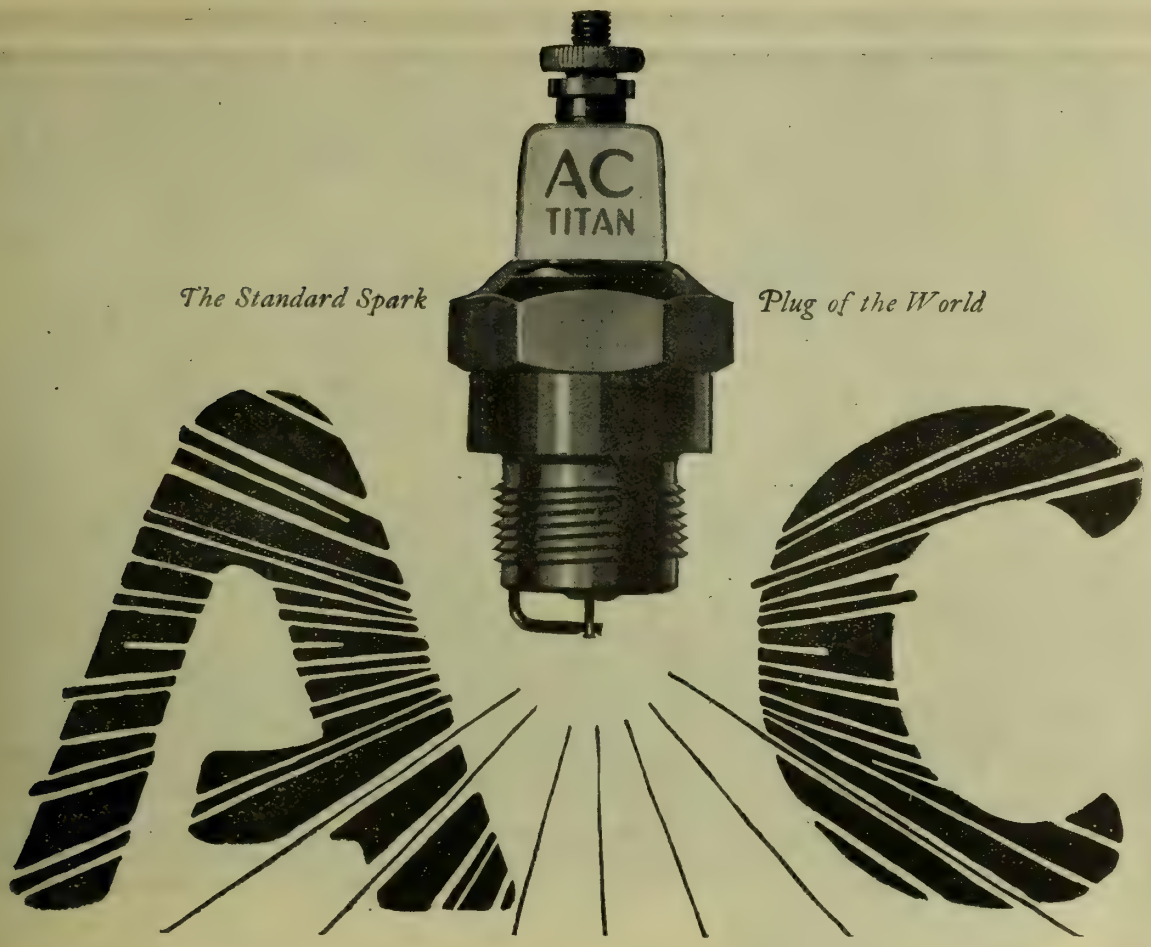
The Standard Spark Plug of the World



EIGHT AC Spark Plugs fired the engine of the Peerless that broke the stock car record for the arduous run between San Francisco and Los Angeles.

Eight AC Spark Plugs functioned perfectly during nine hours and twenty minutes of punishing road speed, desert fighting and mountain climbing

Eight AC Spark Plugs played a vital part in the shattering of a record that has withstood repeated challenges for five years.

What these eight AC Spark Plugs did in the engine of the time-defying Peerless, eight other AC Spark Plugs, or eighty, or eight hundred, or eight thousand will do.

They will prove unfailingly dependable no matter in what make of car they are used or what service is demanded of them.

That's why it pays to sell AC Spark Plugs as well as to use them.

Spark plug dealers, like spark plug buyers, can't go wrong with AC's.

Champion Ignition Company, FLINT, *Michigan*

These manufacturers use AC Spark Plugs for factory equipment

Acason Trucks
Ace
Acme Trucks
Advance-Rumely Tractors
Ahrens-Fox Fire Trucks
American Beauty
American-La France
Anderson
Apex Trucks
Apperson
Appleton Tractors
Argonne Four
Associated Engines
Atco Trucks
Austin Manufacturing Company
Available Trucks
Avery Tractors
A & T Tractors
Bates Steel Mule Tractors
Beaver Motors
Bess-Hawkeye Trucks
Bessman Garden Motors
Bel'anger Frerco (France)
Bessemer Trucks
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Brinton Trucks
Brockway Trucks
Buda Motors
Buffalo Motors
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Bullock Creeping-Grip Tractors
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Denby Trucks (Canada)
Diamond T Trucks
Diehl Trucks
Dodge Brothers
Doman Engines
Domestic Gasoline Pumping Engines
Dort
Duesenberg Motors
Duty Trucks
Dynelectric Plants
Eagle Tractors
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Excelsior Motorcycles
Fairmont Ry. Motors
Falls Motors
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Hamlin-Holmes Front Drive
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Hatfield
Haynes
Hendrickson Trucks
Herschell-Spillman
Highway-Knight Trucks
Holt Tractors
Howell Tractors
Hudson
Hupmobile
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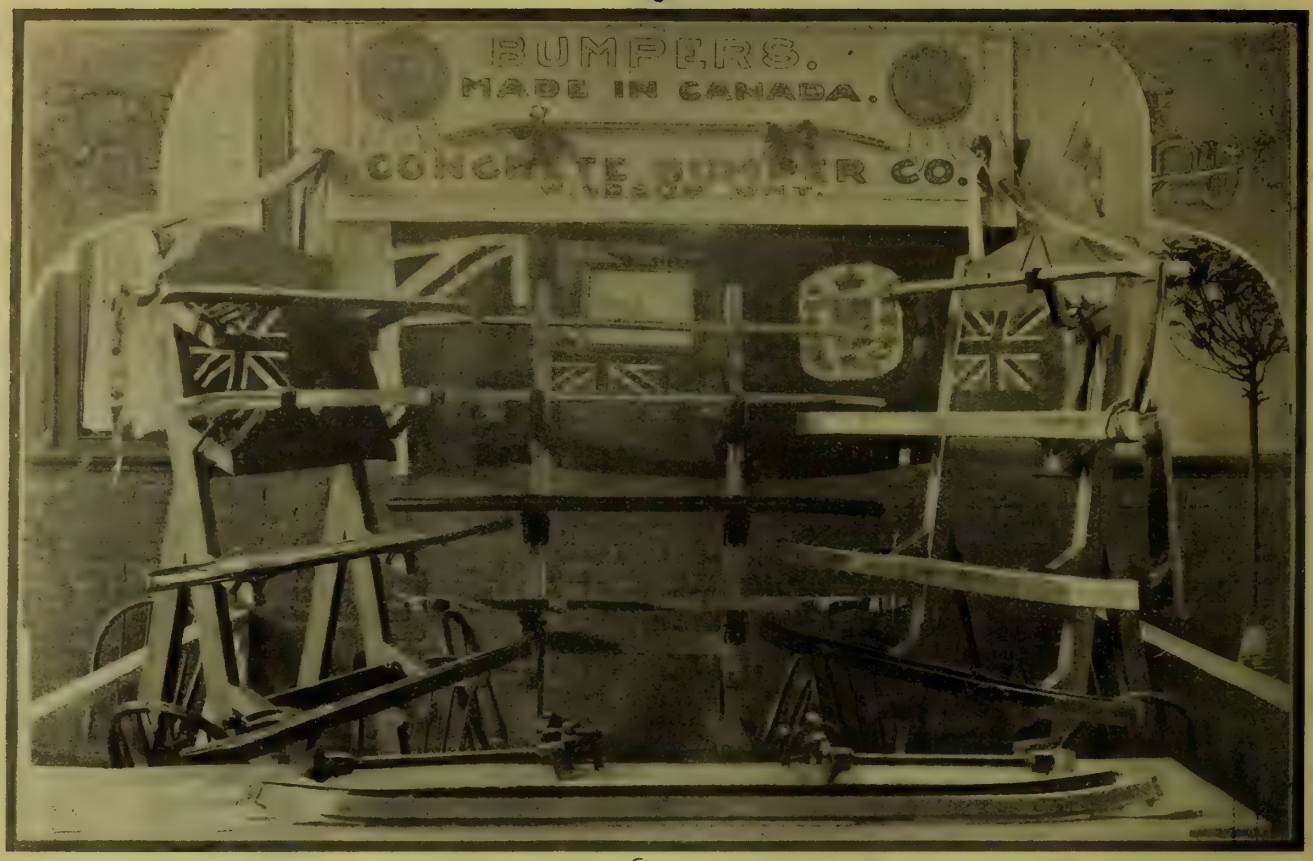
Kent Concrete Mixers
Kenworthy
Keystone Trucks
Kissel Kar
Kleiber Trucks
Klemm Trucks
Knox Tractors
Koehler Trucks
Lalley-Light
Lawson Tractors
Leach Power-Plus Six
Liberty
Linn Road Tractors
Locomobile
L. M. C. Trucks
Maccar Trucks
Maibohm
Marmon
Master Trucks
Maxim Fire Trucks
Maytag
McLaughlin (Canada)
Menominee Trucks
Meteor
Midwest Engines
Milwaukee Gasolene Locomotives
Minneapolis Motors
Minneapolis Tractors
Mitchell
Monroe
Moreland Trucks
Napoleon Trucks
Nash
National
Nelson
Nelson Tractors
Nelson & Le Moon Trucks
Netco Trucks
New Britain Tractors
Noble Trucks
Northlite Lighting Plants
Oakland
Old Reliable Trucks
Oldsmobile
Oneida Trucks
Owens Light & Power Plants
Packard
Paige
Pan
Parker Trucks
Paterson
Patriot Trucks
Perfect Power Sprayers
Phianna
Pierce-Arrow
Pilot
Pioneer Tractors
Pittsburgher Trucks
Porter
Premier
Ranger Trucks
Red Wing Thorobred Motors
Reo
Re Vere
Reynolds Trucks
Riker Trucks
Roamer
Roberts Motors
Robinson Fire Trucks
Rock Falls
Rowe Trucks
Rutenber Motors
R. & V. Knight
Samson Tractors
Sandow Trucks
Sanford Trucks
Sawyer-Massey Tractors (Canada)
Saxon
Scripps-Booth
Scripps Motors
Walden W. Shaw
Signal Trucks
Singer
Speedway Motors
Standard "8"
Standard Trucks
Stanwood
Stearns-Knight
Stearns Tractors
Sterling Engines
Sterling Trucks
Stevens-Duryea
Stewart
Stewart Trucks
Stockton Tractors
Stoughton Trucks
Straubel Engines
Sullivan Trucks
Super Trucks
Swartz Lighting Plants
S-S-E-Co.
Texan
Tiffen Trucks
Tioga Tractors
Titan Trucks
Tower Trucks
Trego Motors
Turner-Simplicity Tractors
Union Marine Engines
Universal Trucks
United Trucks
Van Blerck Motors
Veerac Motors
Vim Trucks
Vogue
H. J. Walker Motor
Wallace Tractors
Walter Trucks
Ward La France Trucks
Westcott
White
White Hickory Trucks
Whitney Tractors
Wichita Trucks
Wilson Trucks
Wisconsin Motors
Wolverine Tractors
Woolery Railway Motors
W. S. M. Motors

U. S. Pat. No. 1,135,727, April 13, 1915, U. S. Pat. No. 1,216,139, Feb. 13, 1917, Other Patents Pending

If interested, tear out this page and keep with letters to be answered.



A Few of the Seventy-Two Bumpers Manufactured by Concrete Bumper Co.

Harvest of Sales

A Necessity—Not a Fad

The above illustration shows a few of our seventy-two bumpers. Automotive accessory dealers everywhere are having a real harvest of sales and a big increase in business. A prospect "sold" on our Concrete Bumpers is your customer for all time.

Concrete bumpers are a real necessity —not a passing fad.

Our Concrete Bumpers are a reliable, dependable accessory, and fill a much felt want with automobile owners.

Our line consists of our celebrated Concrete Filled Rod Bumper and Spring Steel Rod Bumpers. Channel, Hexagon Channel and Diamond Rod Bumpers in all sizes are available.

Special bumpers for Overland Little Four and Chevrolet 490 are now ready for delivery, and they are beauties!

Write for Catalogue

Concrete Bumper Company

Windsor Ontario Canada

If interested, tear out this page and keep with letters to be answered.

Cord or Fabric.

The Sales Compelling Force Behind PARTRIDGE TIRES

Partridge advertising blankets Canada. From coast to coast, the motorists of this country are being persistently told the story of Partridge achievements.

The large dailies, small city dailies, motor magazines, trade journals, farm papers and magazines of general circulation carry the convincing records of Partridge superiority, and all persons who buy tires are being persuaded to try Partridge.

Partridge tires are easily sold—chiefly because they are such good tires, and secondly because the demand has been created and is sustained by live, sales-compelling advertising.

We back up our tires, and we back up our dealers. Write us for hangers, posters and other advertising matter—and take advantage of our newspaper and magazine publicity by displaying Partridge Tires in your windows.

THE

F. E. Partridge Rubber Co.,

LIMITED

GUELPH - - - ONTARIO

PARTRIDGE TIRES

Game as Their Name

If interested, tear out this page and keep with letters to be answered.

International Service

Automotive Accessories

Tools and Hardware **Garage Equipment**
Bicycles and Tires **Cycle Supplies**

Our Suggestion—Increase your profits by combined buying

Everything for Motor Cars and Trucks.

Quick complete shipments to Jobbers or Dealers.

Avoid expense and delay by combining orders to us for all your requirements.

To attempt purchasing these lines from different factories is an expense in time and money.

We feature duplicate parts for popular cars such as Ford and Chevrolet.

Depend on us for shop equipment of power and hand tools.

Established in 1896, the B-R Co. service is based on 24 years experience.

Write for Prices, Terms and Catalog—Special Proposition to Jobbers.

The Beckley-Ralston Co.
Chicago, U.S.A.

Branches:—New York, San Francisco, Detroit. Pittsburgh and Kansas City
Cable Address: "Beckley." Codes: A.B.C. 5th Edition and Western Union

East or West the North Star is the biggest battery value.

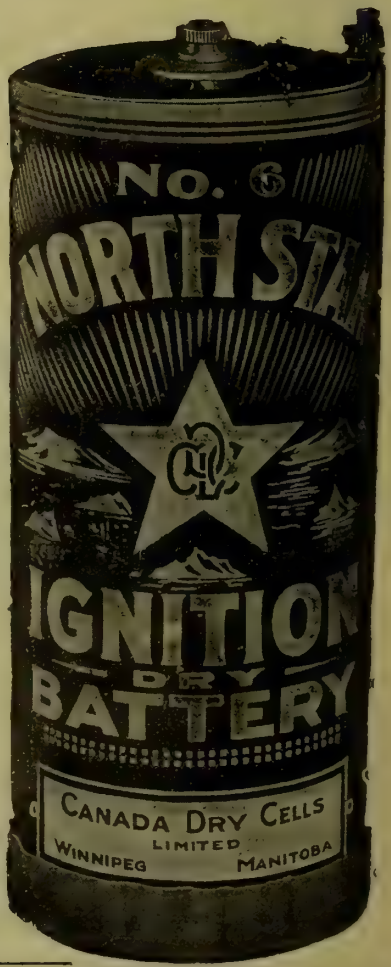
Dependability

The user of North Star batteries knows that he can expect maximum service under all conditions. Heat, cold or humidity cannot affect the strength of the battery—the full power must be delivered in actual spark.

The value of dependability cannot be estimated. Delays, big or little, cost money. Serious loss can be occasioned by unreliable batteries. The North Star cells end delay losses and are a guarantee of continuous operation for engines, tractors, automobiles, telephones, bells, etc.

Made singly and in multiples (perfectly protected and conveniently arranged with handle). The user gets better service and the seller bigger returns and larger turnover from the North Star.

Let us quote you prices.



Canada Dry Cells Limited
WINNIPEG, MANITOBA

If interested, tear out this page and keep with letters to be answered.

AUTO SAVERS AND SELLERS

To keep a car going at minimum cost in upkeep is of first importance to-day.

It is pennies for protection or dollars for damage. Prompt repairs prevent depreciation and with proper and timely refinishing greatly increase selling values.

AD-EL-ITE Automobile Paint Specialties save many dollars for the investor. They keep a car in service, put a smile in every mile of ride and prevent trouble and depreciation.

The AD-EL-ITE utility line of Auto Specialties is well known, and we supply store and consumer advertising that effects a quick turnover. They are protected by the AD-EL-ITE trade-mark, back of which you will find both quality and responsibility.

Send for elaborate complete catalog, "NEW CARS FOR OLD." It will show you how you can increase your business at a profit.

SELL

AD-EL-I T E Top Dressings, Auto Body Finish, Auto Lining Dye and Finish.

Auto Wax Polish (Liquid & Paste)
Auto Colored Varnish
HY-POL Body Polish
Leak-Seal for Radiators
Rim & Gasket Shellac Cement
Motor Engine Paint
Radiator & Water Line Cleaner
Anti-Friction Oil
SHI-NITE
Celluloid Cleaner
They are all good profit bringers.

ADAMS & ELTING CO.

17 Adelaide Street East, Toronto

Chicago **Brooklyn**

AD-EL-ITE Perfect Paints for Every Purpose

If interested, tear out this page and keep with letters to be answered.

From A to Z

VERY little verbal argument is necessary to effect a sale in the case of

"SPHINX"

England's Most Durable Plug

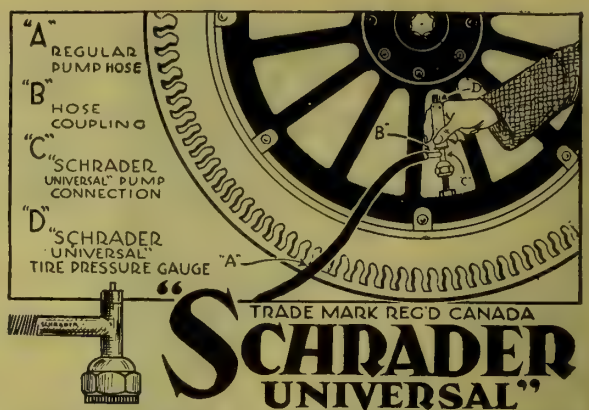
interest is at once created in the attractive green metal box with the ingenious sealing band permitting the lid to be opened and the identification card to be perused. The sterling merits of the plug enclosed are vouched for by the Guarantee, unequivocal and without time limit, printed plainly on the box.

It is easy to sell Sphinx Plugs—and profitable. I shall be pleased to quote and to send you literature on request.

[Factory Representatives:
Associated British Industries (of Canada) Limited
Head Office:
149 Victoria St., Toronto
Phone: Main 1239
Manufacturers:
Sphinx Mfg. Co.
Birmingham, England

'SPHINX'

England's Most Durable Plug



TRADE MARK REG'D CANADA

"SCHRADER UNIVERSAL" PUMP CONNECTION

PRICE 65¢ ANYWHERE IN CANADA

Simply screw this pump connection to the regular coupling of air hose from engine or hand pump and leave it there as a permanent part of hose line.

You can then test the air pressure in your tires without removing hose from valve. Simply place your tire gauge over deflating pin.

Saves time and trouble of disconnecting hose from valve. A handy device for every car owner.

A. SCHRADER'S SON INC.

334 King Street East, Toronto, Canada
London, Eng. New York Chicago

M&S

The Plug with the Hotter Spark

The ball point of the "M&S" plug creates a larger and hotter spark, causing more complete combustion. This hot spark will give your car new life and more power.

The three-in-one terminal is adapted to any style ignition wiring. The high-grade chemically glazed porcelains are interchangeable—one porcelain fits all plugs.

No.	Models
500	½" Standard
501	⅞" Standard
502	⅞" Long
503	⅞" Long with Chevrolet Terminal
506	½" Long
504	Regular Porcelain
505	Chevrolet Porcelain

Dealers—The "M&S" plug is standard equipment on the new Overland "4". Ask your jobber for them.

MACHINE & STAMPING CO., Ltd.,
1209 King St. West,
TORONTO
Commercial Dept.
Russell Motor Car Co., Ltd.,

26

If interested, tear out this page and keep with letters to be answered.

Tool Locked in Position for Removing or Replacing Tire.

K.P. Universal Rim Tool

The Easiest Way to Remove Tires from Split Rims

Fits all types of cross-cut demountable rims in use to-day.

Collapses a rim no matter how badly a tire may be stuck to it.

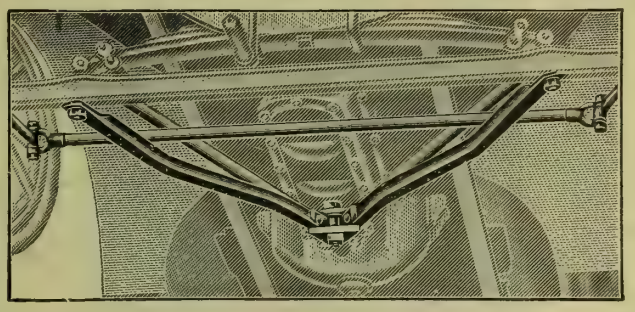
Forces the rim back on the tire again with the utmost ease even in the case of new tires which are under-sized.

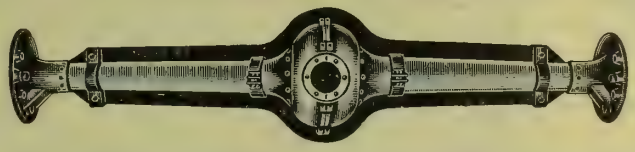
Locks rim collapsed while tire is being removed or replaced.

Price $6.00

The K.P. PRODUCTS COMPANY, Inc.
250 West 54th Street, NEW YORK, N. Y.
Sold by

Northern Electric Company
LIMITED
Montreal Quebec Toronto Winnipeg Calgary Vancouver
Halifax Ottawa London Regina Edmonton





Big Opportunity To Sell To Owners of Small Cars

SUB-RADIUS ROD.—A boon to small car owners. Prevents rods from breaking or bending and eliminates chance of accidents. Stops vibration. Simple, dependable, durable.

Rear Axle Truss.—Prevents rear axle housing from sagging or being thrown out of line. No extra fittings, no holes to drill, all ready to easily adjust.

These accessories are money makers. Write direct or see your jobber.

LINE & KIMBALL CO.

Manufacturers of Auto Accessories
Moose Jaw **Saskatchewan**

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

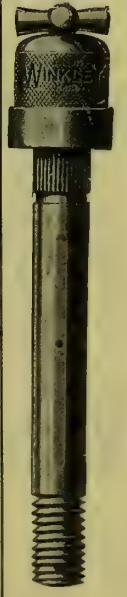
STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

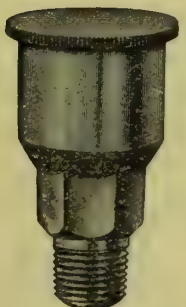
CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO



Pressed Steel and Brass Grease Cups
Oil Hole Covers and Oil Cups
Spring Shackle Bolts
Brass Pattern Makers Dowel Pins



"Oil Cup"

"Ratchet"

"D"

"M"

Catalogues and Prices Sent Upon Application

The CANADIAN WINKLEY CO., Ltd.
WINDSOR

If interested, tear out this page and keep with letters to be answered.

One of the best wholesale exhibits at the Hamilton Motor Show

This very complete and varied line backs the house of "24-Hour Service Worth While."

Why Don't You Sell the Hart Battery?

The reliability of the Hart Battery has made it a great favorite with motorists. The unusually rugged construction of the plates practically eliminates "battery trouble." You can give motorists a unique battery service if you send all repairs to us. Our expert will adjust the trouble satisfactorily, promptly and at a most reasonable charge.

Send Us Your Vulcanizing

Inexperienced workmen can ruin your customers' tires. Our experts are the best procurable and are true tire surgeons. Next time you have vulcanizing work, put it up to us. Estimates given before work is commenced if desired.

Samuel Trees & Co., Limited

42 Wellington St. E. - - Toronto

If interested, tear out this page and keep with letters to be answered.

NORTHLAND SKI MANUFACTURING CO.

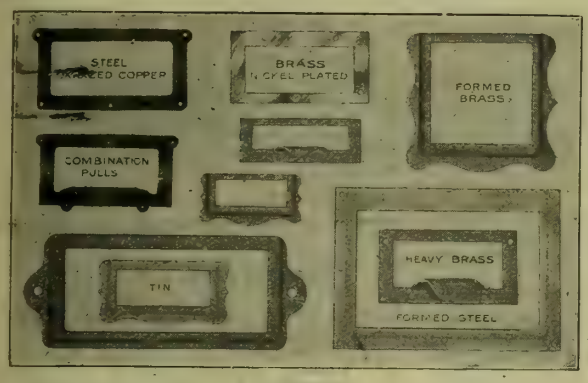
SKI, TOBOGGANS, SNOW SHOES and ACCESSORIES

Best Sellers *Liberal Profits* *None Better Made*

Order now for next season. *Write for catalog and Price List.*

NORTHLAND SKI MANUFACTURING CO., St. Paul, Minn.
Largest Manufacturers of Ski in the World.

Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.



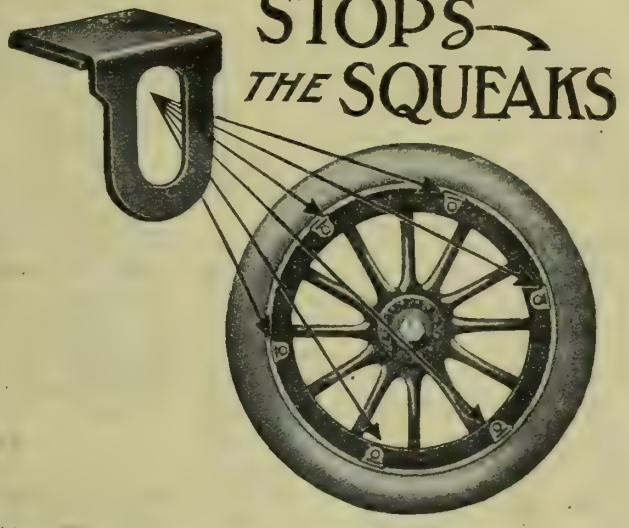
Stampings are lighter, stronger, more economical than castings. We design and manufacture our own dies for the production of stampings to meet any requirements. Send samples or blueprints for estimate.

Our Card Holders and Label Pulls—23 different styles—enable you to find what you want instantly. Send for our folder showing complete line, with sizes and dimensions.

KALES STAMPING CO., Limited

61 Walker Road Walkerville, Ont.

Makers of *Hindview* Auto Mirrors



STOPS THE SQUEAKS

Hold Tight Wedge Plates

OWNERS— Have your repair man put them on your car when you are having it overhauled.

DEALERS—Use them in your shop and save the owners the price of a new wedge.

JOBBERS—Place your orders NOW.

Retail price 10c each, or $1.50 per box of 20. Packed in neat counter display cartons containing 12 boxes.

Ren Automotive Supply Mfg. Co.
PRESTON, ONT.

BRILLIANTONE STEEL NEEDLES

The best in the world. A sure money-maker and a guaranteed repeater.

Prices as follows:

In 50 package lots .09½ cents per package
In 100 package lots .09 cents per package
In 250 package lots .08½ cents per package
In 500 package lots .08 cents per package

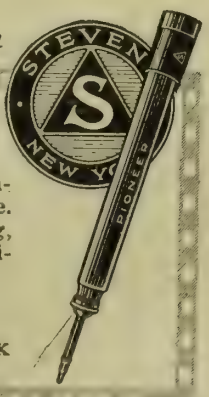
Get the best and have a business builder.
Four tones—light—medium—full and extra loud.
Please specify tones when ordering.

If you have not received my latest catalogue of Phonograph Supplies—Write for it to-day.

H. A BEMISTER

10 Victoria Street Montreal, Que.

Pioneer Grease Gun



The Pioneer is the only gun with a patented swivel nozzle which turns in any direction as easily as your finger. Has combination tip for light oil and grease. Made of seamless steel tubing, brass finished. An unusually efficient gun.

Send for Catalog 35-MC.

STEVENS & COMPANY
375 BROADWAY NEW YORK

STEVENS PRODUCTS

If interested, tear out this page and keep with letters to be answered.

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word first insertion, 1 cent per word for subsequent insertion. An additional charge of 5 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED AT ONCE, FOR SUMMER MONTHS, experienced hardware clerk. State age, experience, references and salary required. J. W. Burgess, Ltd., Bala, Muskoka.

FOREMAN WANTED — FIRST-CLASS TINsmith and plumber, one capable of taking charge of eight or ten men. A good job for the right man. Apply XYZ, care of Hardware and Metal.

WANTED—PAINT SALESMAN FOR ONTARIO territory. Good aggressive type of man wanted able to produce business. A live Hardware Clerk with paint selling experience will be considered. State age and experience. Reply Box 279, Hardware and Metal.

ADVERTISING SALESMAN, PREFERABLY one who has had experience in the hardware or paint business. Must be a good plan man and also able to suggest lay-outs, etc., which will be finished up by ad. service department. This position offers good salary and commission arrangement to a live man. Box 301, Hardware and Metal, Toronto, Can.

EXPERIENCED HARDWARE MAN WANTED to manage hardware department in general store in Southern Saskatchewan. Established business and good opportunity for right man. State age, experience, whether single or married and salary expected. Morrison-Blackwood Hardwood Limited, Moose Jaw.

WANTED — FIRST-CLASS TINSMITH, CAPable of taking charge of a shop and figuring on work. Married man preferred. Apply to the Fulton Hardware Co., Ltd., Sault Ste. Marie, Ont.

WANTED — GOOD ROAD SALESMAN FOR Wholesale Hardware; must be a live wire, have good personality and be of steady habits. This is an excellent proposition for the right man. Territory covered in Western Canada. Apply in own handwriting, stating experience, age, height, etc., to Box 370, Hardware and Metal.

WANTED—FOR A POSITION IN TORONTO, man of good appearance, with good knowledge of the hardware trade. He must be well posted on hardware prices and the trend of hardware markets at the present time. He must be quick at figuring. Should be able to thoroughly analyze any unusual situation which may arise in the hardware trade. He must be able to write a good business letter. He must possess initiative and tact. He must be a man who will command the respect and confidence of his associates in our business. His position will put him in close touch with the biggest and best known hardware manufacturers and wholesalers in Canada, and he must be big enough to meet these men. You need not be afraid to answer this advertisement. You are not with us now—our men know that this advertisement is going to appear. Your price is not too high if you are the right man for this position. We must have convincing proof of your ability, however, and it must be evidenced in your first letter. A mere application for a job will not get you this position. We have tried to outline the type of man we need. If you feel that you have the qualifications write fully, giving all details and stating salary to start. Box 274, Hardware and Metal, Toronto, Can.

SITUATIONS WANTED

SALESMAN—FIFTEEN YEARS' VALUABLE hardware experience, retail, wholesale and travelling; well posted on present market conditions; used to correspondence, figuring, etc., wishes to connect with progressive firm offering opportunities for advancement. Box 703, Hardware and Metal, Toronto, Ont.

LINE WANTED — TRAVELLER 17 YEARS' experience asks for a good line for Quebec and Maritime Provinces. Write A. S., 164 Desfranciscains St., Quebec.

WANTED — BY A THOROUGHLY COMPEtent hardware man with large eperience and fully acquainted with all phases of hardware, also lumber and pulp supplies; good clerical knowledge. Best of references. Married. State salary. Box 357, Hardware and Metal.

FOR SALE

RETAIL HARDWARE BUSINESS, DOWNtown, Toronto, for sale, $10,000, cash $5,000. Balance easy. Good living assured. Proprietor entering wholesale business. Apply 191, Hardware and Metal.

I HAVE ONE OF THE BEST BUSINESSES IN the Province of Saskatchewan. Population 600. Moderate opposition. During last 10 years have made $150,000. Now wish to move into Winnipeg. Our stock will run $70,000. This is fully $25,000 more than is necessary. We bought ahead to take advantage of markets. Turnover $135,000 per annum. Will expect $25,000 cash, balance easy terms. No use to communicate unless you have necessary cash. Will bear strictest investigation. Reply in confidence to Box 223, Hardware and Metal.

GOOD, CLEAN HARDWARE STOCK. FIRSTclass town and country. Turnover about twenty-five thousand. Stock about six thousand. Good reasons for selling. Have other interests. Box No. 701, Hardware and Metal.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, Laprairie (Montreal), Que.

WANTED

WANTED — SECOND-HAND HARDWARE case and shelf boxes, also two second-hand counters. Box 603, Hardware and Metal.

WANTED—TO PURCHASE ONE 1,000-GALlon gasoline tank and pump for immediate acceptance. State where can be inspected and price. Reply to Box 702, Hardware and Metal.

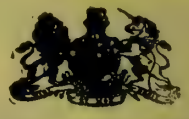
AGENCIES WANTED

ENGLISH FIRM WITH AGENTS ALL OVER Britain desires representation or sole selling agency for good Canadian house. Any good line for Hardware, Ironmongery, Fancies, etc. Exceptional opportunity for distribution. Highest References. Box 87, MacLean, 88 Fleet St., London, E.C. 4.

Important To Manufacturers

Correspondence is solicited from progressive manufacturers of hardware, automobile and electrical goods desiring responsible representation in Western Canada. An efficient selling organization and connection with the jobbing trade from Winnipeg to the coast is at your service. If you are selling the jobbing trade only and are not represented in this field, write us now and we will call on you and talk over the proposition. Reply to Box 650, Hardware and Metal, Toronto.

PLEASE MENTION THIS PAPER WHEN WRITING ADVERTISERS.



SALE OF STEEL BRIDGE

SEALED TENDERS, addressed to the undersigned and endorsed "Tender for the purchase of Traffic Bridge Metal," will be received at this office until 12 o'clock noon, Monday, May 31, 1920, for the purchase of dismantled Through Bridge span, at Victoria Island Shipyard, Ottawa, Ontario.

The party whose tender is accepted must make payment before shipping the material, which is to be removed within 30 days from notification by Department.

Any further information may be obtained on application to the undersigned.

Each tender to be accompanied by an accepted cheque on a chartered bank, equal to 10 per cent. of amount of tender, payable to the order of the Minister of Public Works, which will be forfeited if the party tendering decline to carry out his bid. War Loan Bonds of the Dominion will be accepted as security, or war bonds and cheques if required to make up an odd amount.

The Department does not bind itself to accept the highest or any tender.

By Order,
R. C. DESROCHERS,
Secretary.

Department of Public Works,
Ottawa, May 10, 1920.

Enter Your Protest To-Day

Retail merchants are prepared to meet fair competition from mail order houses.

They object strenuously, however, to mail order houses receiving special privileges.

The Retail Merchants' Association claim the Government has been carrying at a loss the catalogues of mail order houses, and that this deficit has been made up by general taxation of which the retail merchant pays a large share.

The retail merchant is now faced with a further tax in the way of increased subscription price to his trade newspaper and any other Canadian national periodicals he may wish to purchase.

The Government announced a few days ago that it intended to bring in a bill increasing rate postage on all newspapers and magazines of general circulation 300% commencing the first of the year and 500% commencing the second year.

Undoubtedly the Government needs increased revenue, but why not secure this revenue by—

1. Making mail order houses pay the full cost of carrying their catalogues.

2. Eliminating privilege of registering parcels sent by parcel post as has been done in United States. We showed a few weeks ago how department stores were registering all parcels, thus clogging the mails, delaying delivery of newspapers and causing a loss which had to be borne by the taxpayer. The Government now proposes to increase registration fee to 10 cents, but as this gives parcel post packages express service, the rate is still much too low.

3. The Canadian National Newspapers and Periodicals' Association, to which HARDWARE AND METAL belongs, have suggested five abuses of second-class postal privileges which could be eliminated and which would save the Government considerable amount of money. Resolution of Hon. Martin Burrell proposes a drastic increase in postal rates on second-class matter of 300% the first year and 500% the second year.

A similar increase in first-class mail would increase cost of minimum rate for letters from 3 cents to 12 cents in 1921 and 18 cents in 1922.

The reason given for this increase is that the railroads have been awarded a higher rate for carrying mail matter. This increase, however, is less than 100%.

Salaries of postal officials have been increased, but much less than 100%.

A low postal rate was granted on second-class matter to encourage establishment of Canadian newspapers and periodicals. Is it fair when publishers have invested large sums of money to suddenly reverse the policy and make a drastic increase in rates which will ruin many worthy publications and cripple the service given by the majority which survive? We do not believe the Government are impressed with the valuable work done by such specialized papers as HARDWARE AND METAL. If they appreciated that these papers were tending to make merchants and clerks more efficient, they would see that they were of equal value to the work done by technical schools, merchandising course at colleges, etc.

Sign attached coupon and mail to us to-day. Also we would appreciate it very much if you would wire Postmaster-General and your Member of Parliament at Ottawa, urging that not more than 100% increase in postal rates on trade newspapers and magazines be made at this time. Send copy of telegram and letters to us.

Editor, HARDWARE AND METAL,
Toronto, Canada.

I am opposed to increase in postal rates on trade newspapers and magazines of more than 100%.

Name.....

Address.....

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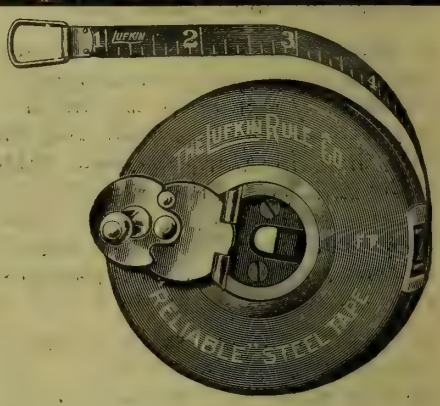
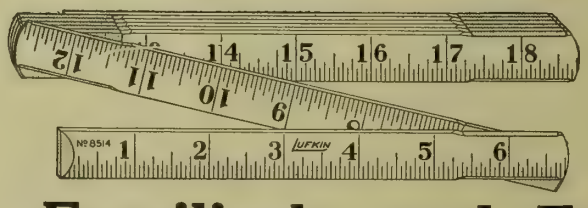
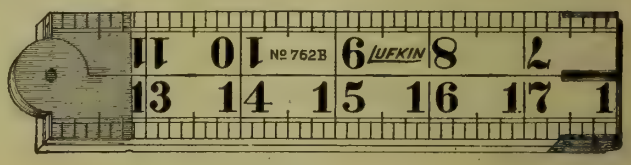
LUFKIN

Tapes and Rules

Made in Canada







Familiarly and Favourably Known

Embody Many Improved, New and Exclusive Features.

Accurate THE LUFKIN RULE CO. OF CANADA, LTD. *Reliable*

WINDSOR, ONT.

If interested, tear out this page and keep with letters to be answered.

O.P.W.

Trade-Mark Registered

R

is for O.P.W.'s recognized rank as a remarkable rejuvenator, restorer and renewer, responding rightly and readily to results required, it rewards retailers with regular revenue.

"Save the surface and you save all" *Paint & Varnish*

"Paints and Varnishes for Every Purpose."

Don't Wait

Order Now
For the Housecleaning Paint Sales

By ordering now you definitely save the profits on the sales lost by waiting for the salesmen. Don't delay—order now. It is a most important season for the hardwareman, and more so this year than usual, with the many plans for more building.

Women are becoming more and more customers of the hardware store. Commercial experts state that women purchase — or influence the purchase of — 80% of all goods sold. Certainly women are being educated to the importance of painting and varnishing, and our consumer advertising convinces thousands of women of the real advantages in "O. P. W." Paints and Varnishes.

They'll be among your customers at housecleaning time.

Ask about our Dealer-Agent Plan for more Profits

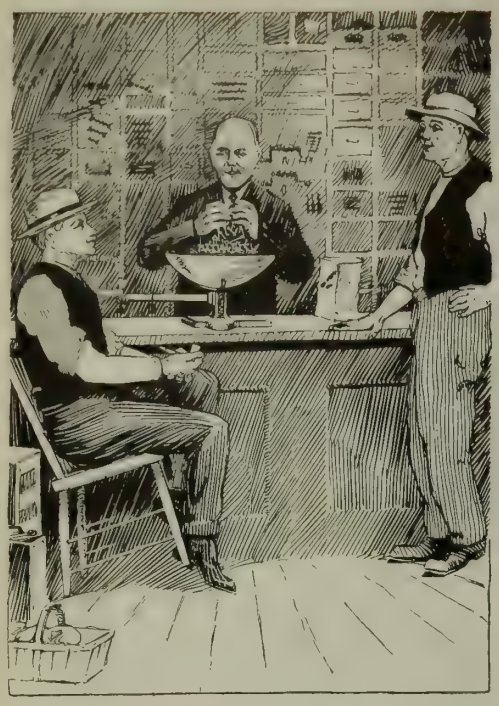
Ottawa Paint Works Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

MIXING CONVERSATION AND DOWN WEIGHTS



will help wonderfully if you're

GREASING THE SKIDS TO THE ASSIGNEE

CONVERSATION, which establishes the warm human contact, vitalizes your business. When only weather, crops or politics are involved, even mistakes are not costly, but

FULL WEIGHT AND OVER

has neither heart nor conscience and is always deadly —just how deadly, dealers themselves are seldom aware.

Suddenly and with startling force the lesson has been brought home to several of Canada's large hardware firms within recent weeks—a lesson of lost profits and the silent, inexorable toll taken by inefficient, out-of-date equipment.

THE DAYTON HARDWARE SCALE

THE NEW MEMBER OF THE DAYTON FAMILY IS WITHOUT A SENSE OF HUMOR ---OTHERWISE IT MIGHT BE EXCUSED FOR ENJOYING A QUIET CHUCKLE OVER THE STORIES IT MIGHT TELL. LISTEN:

"Last Week," writes a Dayton representative, "I left a new Dayton Hardware Scale in one of Toronto's large stores. After a thorough demonstration of the value of time and the computing principles of the scale, I explained in some detail the difference one ounce makes in careful weighing. Returning two days later, I found one clerk who had a man's sized job on his hands. He was opening dozens of packages which had been weighed on the old platform scales used for years. The packages ranged from one to four—and in some cases, SIX—ounces overweight."

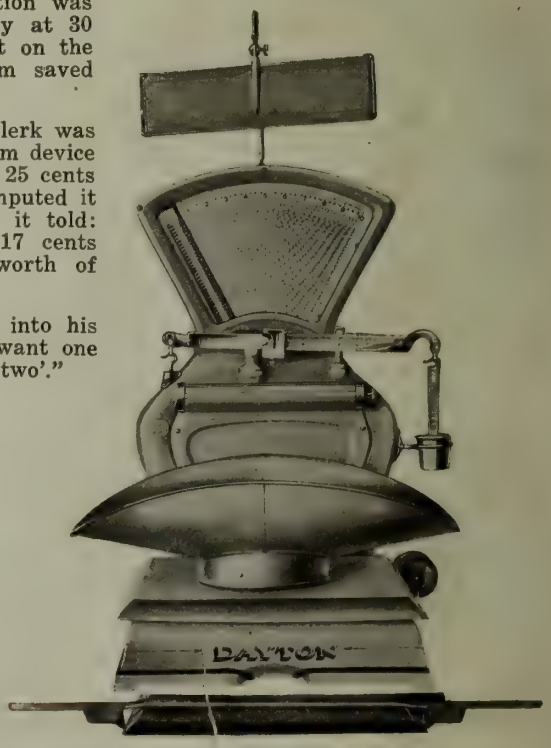
"A clerk in the paint section was weighing a pound of putty at 30 cents a pound. I placed it on the Dayton. Result: The firm saved two cents."

"A moment later another clerk was weighing on the old platform device an ounce of aniline dye at 25 cents an ounce. The Dayton computed it for him, and this is what it told: Real value 42 cents—or 17 cents overweight on 25 cents worth of dye."

"The proprietor called me into his office. He said: 'I don't want one of your machines. I want two'."

THIS IS ONLY ONE ILLUSTRATION OF THE WARM WELCOME THE NEW DAYTON—THE LAST WORD IN SCALE PERFECTION—IS RECEIVING FROM THE TRADE THROUGHOUT CANADA.

MADE IN CANADA



Dayton Hardware Scale. Wire rack for use with this scale is shown below

Write for Catalogue

International Business Machines Co. Limited

FRANK E. MUTTON, Vice-President and General Manager

Head Office and Factory, 300 to 350 Campbell Avenue, Toronto

Offices at:

HALIFAX, 44 Granville St.; QUEBEC, 506 Mercer Bldg.; MONTREAL, 1 and 3 Notre Dame St. W.; OTTAWA, 188 Queen St.; TORONTO, 415½ Yonge St.; HAMILTON, 175 James St. N.; WALKERVILLE, ONT., 44 Lincoln Rd.; WINNIPEG, 227 McDermott Ave.; SASKATOON, 254 Third Ave.; CALGARY, 127 Sixth Ave.; EDMONTON, 10118, 102nd St.; VANCOUVER, 110 Water St.

(Also Manufacturers of International Time Recorders and Hollerith Electric Tabulators)

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

THE MACLEAN PUBLISHING COMPANY, LIMITED
PUBLICATION OFFICE : TORONTO, CANADA

Vol. XXXII. No. 21. MAY 22, 1920

FILE COPY

The Starrett Hack Saw Book

HERE COMES

One of the Best Sellers You Ever Welcomed to Your Store

THINGS just have to be dyed. The things women hold dear; blouses, waists, stockings, lingerie, the children's things and the household articles—all require a change of color. And so they are either sent to a dyeing establishment or done at home the best way possible with such dye compositions as have been available. Those dyes involved much trouble—and they made a messy unsatisfactory job.

Along comes Aladdin to completely solve the problem. Wonderful results may be obtained by its use—and with amazing ease. Obtainable in 15 lovely shades—also in three dark colors, black, brown and navy blue. Aladdin is a quality product—it does not crumble or deteriorate in any way—it may be used to the last thin wafer.

Stock up right away. Have the goods on hand **before** your customers begin to ask for them. Order the revolving Display Stand, containing one gross assorted. (Stand free with one and a half gross assortment). Send us your order, mentioning Jobber through whom you wish your order filled. In a few days you will receive from him your first lot of ALADDIN.

Place the ALADDIN Revolving Stand on your Counter—you will not have long to wait for the Results.

Channell Chemical Company
Limited
TORONTO
DISTRIBUTORS

Aladdin Dye Soap

HARDWARE AND METAL, May 22, 1920. Volume XXXII., No. 21. Published every Saturday at Toronto. Yearly subscription price $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd., 1879. Entered as second-class matter at the Post Office Department, Ottawa.

SAMSON
FARM & GARDEN TOOLS

Samson and quality are the same. Ask for either and you get the other.

H. S. HOWLAND, SONS & CO., LIMITED
TORONTO

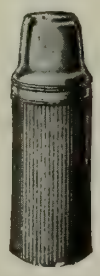
If interested, tear out this page and keep with letters to be answered.

"The Trade Mark known in Every Home"

UNIVERSAL

Vacuum Bottles

"—and there is a Universal Vacuum Bottle for everybody, everywhere"



Vacuum Bottle
No. 91. Pint,
No. 92, Quart,

It's an easy matter to sell UNIVERSAL Bottles in the summer. Those who ride, work or play in the open and those who carry luncheon need a UNIVERSAL Vacuum Bottle.

There are sizes and styles for all purses. Put them in your window. Let them be seen and they will be bought. Goods displayed are half sold.

Vacuum Pitcher
No. 9821, Pint,
No. 9822, Quart,.

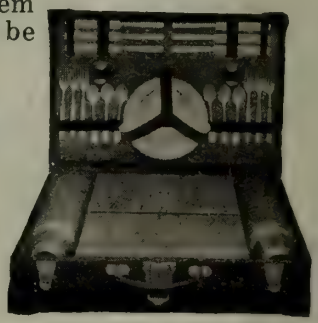
Lunch Kit,
No. 520,

Canadian Representative

Montreal **A. MACFARLANE & CO., LTD.** Quebec

LANDERS, FRARY & CLARK

New Britain, Connecticut

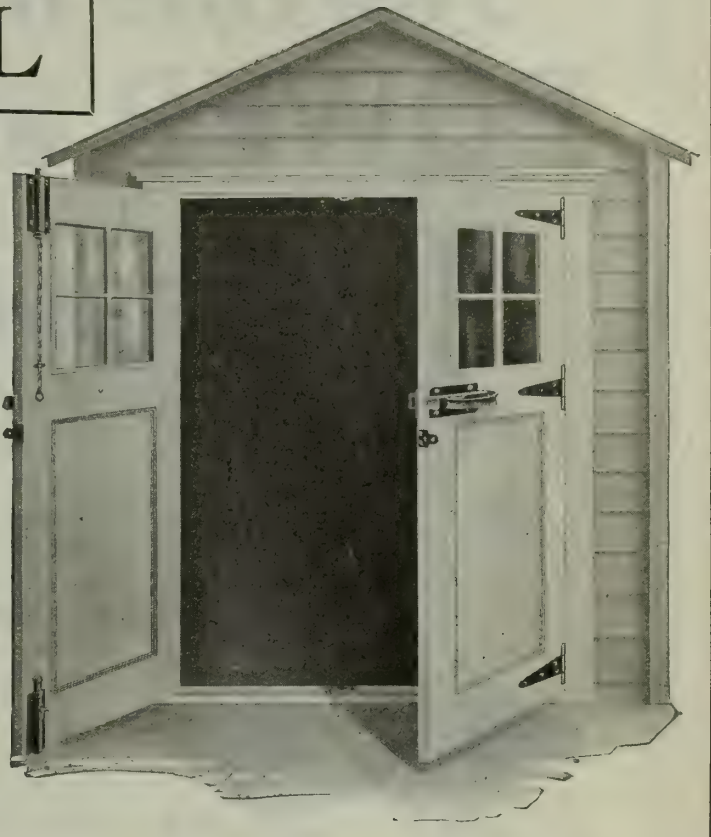


Motor Luncheon Set
No. 426,

UNIVERSAL

Garage Door Sets

Handsome, useful sets that add to the appearance of any garage and give service in use that delights customers and assures you their continued trade. Customers that have enjoyed the benefits of the Universal Set are sure to return to your store for other lines. Canada Steel Goods are always builders of trade.



Packing

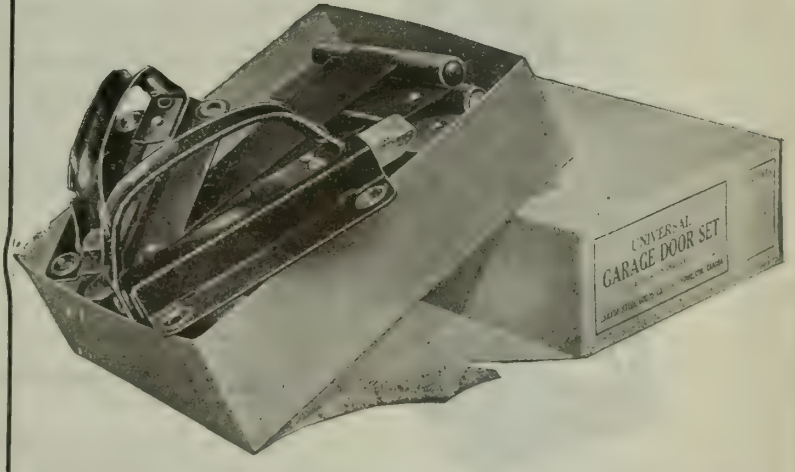
That Reduces Selling Cost

by saving selling time in the handling—no hunting and unwrapping. C. S. G. Co. products "are there"—complete even to the screws.

3—Pair 8-inch Extra Heavy Tee Hinges.
1—No. 1056 x 6 inch Wrought Steel Chain Bolt.
1—No. 1056 x 6-inch wrought steel Foot Bolt.
1—No. 1240 Wrought Steel Door Latch.

This handsome, easily sold set weighs 10 lbs., and is packed 6 sets to a case.

Ask for prices.



Canada Steel Goods Co., Limited

Hamilton, Canada

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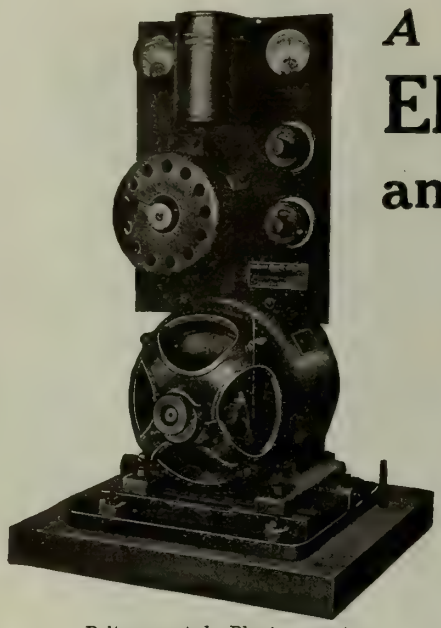
Northern Electric
POWER and LIGHT



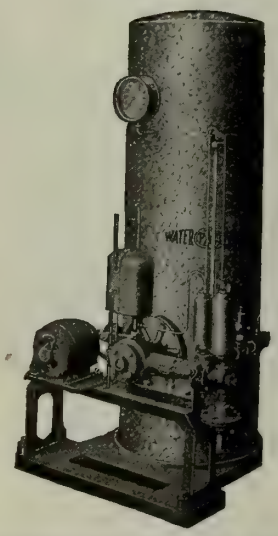
Belt-connected Plant—operates from any good engine.

A Complete Line of
Electric Farm Plants and Accessories

Belt Connected Plants
Direct Connected Plants
Water Systems
Portable Motors
Farm Accessories
Wires and Supplies

This line will make you the Electrical Headquarters of your District.

Direct Connected Utility Plant ¾ K.W.—32 Volt.



Automatic Water System, showing Tank, Pump and Motor. Capacities 100 to 1400 gallons per hour.

¶ With the plant you can usually sell a Water System, while limitless follow-up sales possibilities are yours with Utility Motors, Electric Churns, Vacuum Cleaners, Washing Machines, Dishwashers, Irons, Toasters, Percolators, Wiring Devices of all kinds, Fixtures, etc.

—

Write Our Nearest House Now

Be the Farm Electrifier of Your District

Titan Storage Battery, 16 cells supplied with each plant. 120 or 216 Ampere Hours.

Northern Electric Company
LIMITED

MONTREAL OTTAWA LONDON WINNIPEG EDMONTON VANCOUVER
HALIFAX TORONTO QUEBEC REGINA CALGARY

If interested, tear out this page and keep with letters to be answered.

WHEN CHICAGO RECEIVED ONE MAIL A WEEK

IT is very difficult for the present-day visitor to Chicago to realize that within the lifetime of many of our citizens the second city in this hemisphere was but a cluster of buildings in the wilderness, receiving but one mail a week, brought by a post rider from distant settlements.

It was in 1834, ten years after the Plymouth Cordage Company began to send out to the world the rope which has played so important a part in the opening up of the great West, that Chicago was afforded the luxury of a weekly mail. From that time until now the increasing frequency and the increasing volume of the Chicago mails have been greatly aided by Plymouth Rope.

Plymouth played a large part in the construction and maintenance of the railway systems, and now that mail is being delivered by the air route, Plymouth is playing an even greater part in the construction and equipment of the mail ships of the air.

PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Canada

PLYMOUTH TRADE MARK 1824

PLYMOUTH ROPE

No. 9

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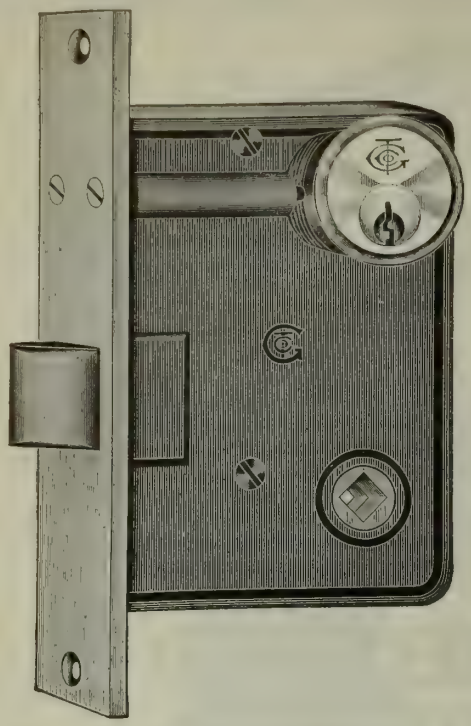


CYLINDER LATCH LOCK

Has Many Distinctive Features and Is a Quick Seller with Good Profits

The illustrations show the suitability of this lock for Office, Class-Room or Vestibule Doors.

FEATURES:

1. Heavy cast brass on bronze front, bolt and strike.
2. When not locked, is operated by knob from either side.
3. When locked, outside knob stationary, inside knob operates latch bolt at all times.
4. Can be furnished to order in sets of any number.
5. Master keyed and grand master keyed as required.
6. Made in Canada by Canadian workmen.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives:

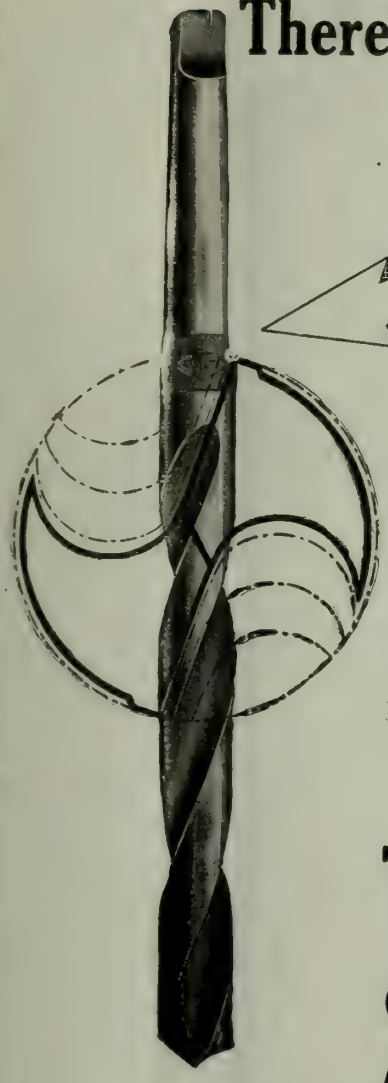
MR. F. C. MOORE
143 Higgins Ave., Winnipeg, Man.

MR. W. CHESTER
Hamilton St., Vancouver, B.C.

If interested, tear out this page and keep with letters to be answered.

"Where there's a Wilt There's the Way"

YOUR GUARANTEE OF
ACCURACY
EXCELLENCE
PRECISION
QUALITY
UNIFORMITY
SERVICEABILITY



WILT

The Name They Look For

On High Speed and Carbon Twist Drills, Reamers and Milling Cutters

The wisest and most successful jobbers, dealers and manufacturers stock WILT Tools because they are made from carefully chosen and scientifically tested raw materials, made by the most skillful workmen, in a factory equipped with the most modern, up-to-date machinery and equipment, backed by the most rigid inspection and most liberal guarantee.

When you buy or sell a WILT product you are handling the acme of perfection in machine tools. You can handle cheaper tools but you cannot handle better.

Insure your business and production by buying, selling or using WILT products.

Have you seen the special WILT Reamers for Ford cars?

Trade WILT Mark

Wilt Twist Drill Co.
of Canada, Limited

Walkerville Ontario

If interested, tear out this page and keep with letters to be answered.

A More Comprehensive Savage Service

You have known Savage as makers of a famous line of Sporting Rifles and Automatic Pistols.

Know Savage now as makers of a complete line of small arms.

By the purchase of the J. Stevens Arms Company, Savage acquires the privilege of making the tried and time-proven Stevens Shot Guns, Small Bore Rifles and Target Pistols.

Savage has always built its every arm as if it were for the personal use of the builder. It is now glad to be able to extend this principle of service to cover the entire small arms field.

W. L. Wright

President
SAVAGE ARMS CORPORATION

TRADE MARK
—STEVENS—
REG. U.S. PAT. OFF. & FGN.

SAVAGE

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TRADE MARK
STEVENS
REG. U.S. PAT. OFF. & FGN.

A Message to the Trade

You will be interested in the statement by our President, Mr. W. L. Wright, on the preceding page announcing the purchase of the entire capital stock of the J. Stevens Arms Co. from the New England Westinghouse Co. No radical changes in policy or personnel are contemplated.

The success which the two Companies have met individually in the past is, we are sure, sufficient guarantee of the ability and efficiency of the respective organizations at Utica and Chicopee Falls to serve you in the very highest degree both in product and service.

As heretofore, correspondence and orders for our Savage products are to be addressed to Utica, N. Y. and correspondence and orders for our Stevens products are to be addressed to the J. Stevens Arms Company, Chicopee Falls, Mass.

We are proud to rely, as in the past, upon the full co-operation of our established distributors and now, with our greatly augmented line, we trust that this relationship will become the most important one in the small-arms field.

Cordially yours,

A. F. Hebard

General Sales Manager

SAVAGE ARMS CORPORATION
EXECUTIVE OFFICES:
NEW YORK CITY

SAVAGE QUALITY TRADE MARK

Stevens

If interested, tear out this page and keep with letters to be answered.

LION BRAND CORDAGE

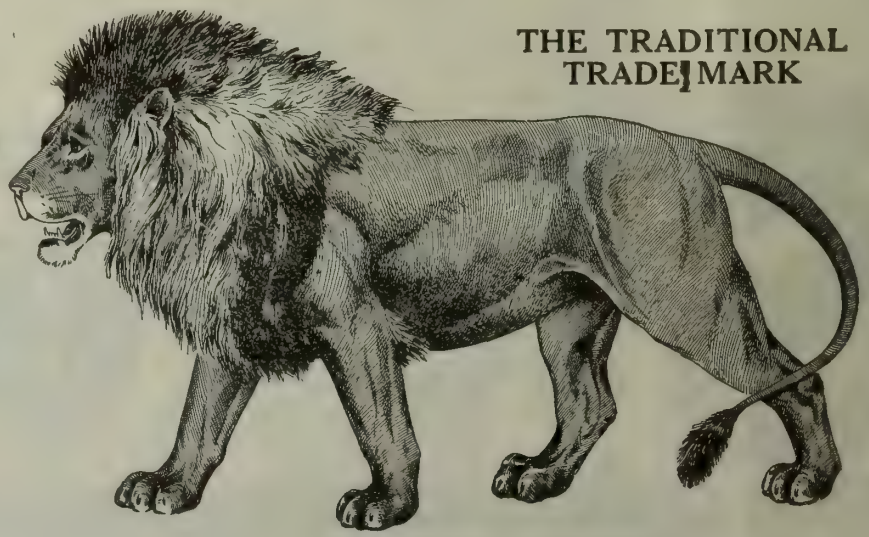
Used for heavy towing and all navigation work—*everywhere*

The dealer that stocks LION BRAND builds his cordage business on a substantial basis, supports home industry and handles a reliable article which always insures satisfaction and profit.

The Cordage for all Purposes and Made in Canada, too

"Coast to Coast Service"

THE TRADITIONAL TRADE MARK



Consumers Cordage Co.
Limited

Factories: Montreal and Halifax
Established 1825

Agents and Stocks at
St. John, N.B. and Toronto

TEES & PERSSE, Limited
Winnipeg Regina Saskatoon
Moose Jaw Calgary Edmonton
Fort William

JAS. BISSET & CO. - QUEBEC
MACGOWAN & CO. VANCOUVER

If interested, tear out this page and keep with letters to be answered.

When the P. A. gets a Hurry Call

THE Purchasing Agent has a thousand jobs—and one of them is to buy taps and dies for his factory when the foreman or superintendent wants them.

When he phones you an order for screw-cutting tools he means business. He wants speedy deliveries, attention and intelligence.

Hardware merchants who are not getting tap and die business from purchasing agents in big manufacturing plants near them, are losing it usually for two reasons:

—either they are not keeping a complete stock of required articles.

—or they do not know how to explain the suitability of GTD goods for the customers needs.

We will equip any live hardware or mill-supply dealer with information which will enable him to fill his stock for local needs and to understand the uses of our goods.

Our folder "The Acorn Die" is the first of a series of selling helps of this character.

Get your name on our list to receive this book, our pocket catalog No. 40. and other books as they appear. Use the coupon.

Little Giant

WELLS BROS.

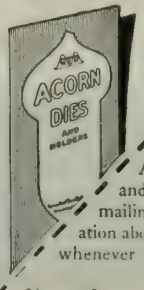
Company of Canada Ltd. Galt, Ontario

Canadian Plant of the Greenfield Tap & Die Corp

World's Largest Manufacturers of Screw Cutting Tools.

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

SEND—*for our No. 40 catalog (pocket size) and other information. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.*



WELLS BROS.
of Canada
Galt, Ontario

Send your booklet on Acorn Dies and Holders and put our firm on your mailing list to receive information about your threading tools whenever issued.

Name of person _____

Firm _____

Address _____

H. & M.

If interested, tear out this page and keep with letters to be answered.

BLACKHAWK

QUALITY SERVICE FINISH

RUST-PROOF WRENCHES

A-1

Combination Set No. 10

BLACKHAWK WRENCHES are carefully designed and constructed, being machine turned to insure accurate fit. They give that better service appreciated by car owners, and garage men which in turn means more sales for jobbers and dealers.

The Blackhawk line includes a wrench for every need, each tool made of dependable materials, finished by the Parker rust-proof process and guaranteed.

Sell wrenches by name. Get your trade to call for "Blackhawk." It pays.

Write for catalog and prices

Manufacturers: We make wrenches according to specification.

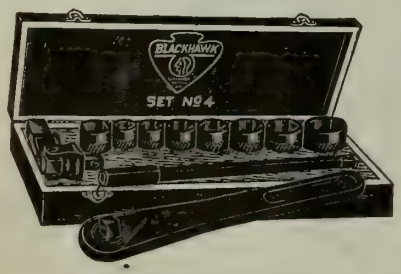
AMERICAN GRINDER MFG. CO.

MILWAUKEE, WIS.

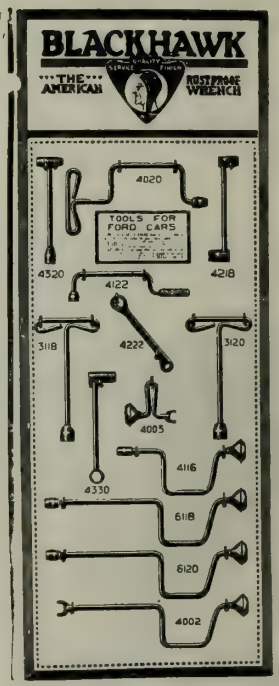
Canadian Sales Agents:

A. H. FRASER & CO., 710 McArthur Bldg., Winnipeg, Man.

Combination Set No. 8



Combination Set No. 4



Display Board No. 400 for Fords

Combination Set No. 6

Combination Set No. 2

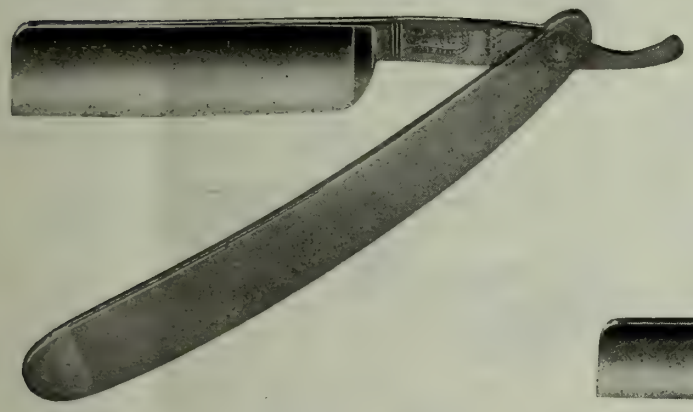
If interested, tear out this page and keep with letters to be answered.

Genco

REG. U.S. PAT. OFF

RAZORS

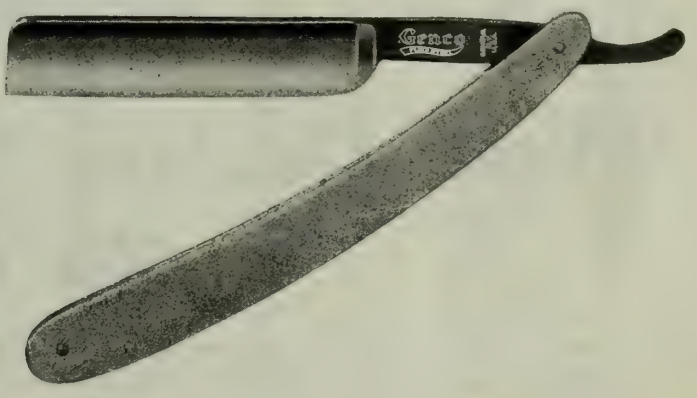
TWO GENCO FAVORITES



GOLD STEEL

Ground full concave, blade finely polished, back and tang heavily **Gold Plated.** Transparent amber handle.

The beautiful combination of blade with gold plated back and tang, and transparent amber handle produces a handsome razor in the Gold Seal.



FLUID STEEL

Ground full concave, blade finely polished, back and tang finished dark **Gun Metal** by our anti-rust process. Handle imitation ivory.

Contrast between an ivory-white handle and dark gun metal back and tang makes the Fluid Steel unusually attractive.

When your customer buys a razor that shaves him smoothly and comfortably again and again—one with an edge that can be tuned up for each shave by a few strokes on a good strop—he is thoroughly pleased with his purchase.

GENCO Razors are guaranteed to please men in just that way. Your men customers are familiar with the guarantee:

"Genco Razors must make Good or we will"

They see it continually in Genco advertising appearing in the Saturday Evening Post and a list of other national publications.

Add to this guarantee of quality the splendid appearance of the Genco Gold Seal and Genco Fluid Steel styles and you will know just why so many of these two popular Genco Razors are being sold.

Most Jobbers Carry Genco Razors in Stock. If yours do not, write us.

GENEVA CUTLERY CORPORATION

159 Gates Ave. **Geneva, N.Y.**

TORONTO—11 Colborne St. **WINNIPEG—332 Bannatyne Ave.**

If interested, tear out this page and keep with letters to be answered.

Wise Dealers Stock the Gutta Percha Line

Success is assured the dealer who stocks a complete, dependable, trustworthy line of accessories. Gutta Percha Accessories—like "Gutta Percha" Tires, are invariably the first choice of motorists. Order a supply and keep up your stock.

Blowout Patches
Flat Fabric Patches
Floating Flaps
Grips
Hook-on Boots
Lace-on Boots
Mallets
Maltese Cross Cementless Patches
Monarch Cementless Patches
Running Board Mats
Talc
Tire Irons
Weldacut
Running Board Mats
Ajax Patches
All Rubber Tube Patches

Automobile Foot Pumps
Automobile Foot Pump Washers
Automobile Foot Pump Tubing
Gasoline Hose (Plain Construction)
Maltese Cross Gasoline Hose (Wire Lined)
Gutta Percha Reliners
Mats for Ford Cars
Mats for Ford Coupelets
Mats for Tonneau of Ford Cars
Pedal Rubbers for all Types of Cars
Radiator Hose (5′ and 10′ lengths).
Radiator Hose for Chevrolet Cars
Radiator Hose for Ford Cars

Gutta Percha & Rubber, Limited

Head Offices and Factory: Toronto

Branches: Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria

If interested, tear out this page and keep with letters to be answered.

Story for Week Dated May 22, 1920. **Being No. 6 in the Series**

Unrolling a Ribbon of Eddy Matchwood

YOU could hardly imagine anything less like a ribbon than a handful of matches, and yet at one stage in their manufacture some varieties of E. B. Eddy Company matches look just like a big, broad, biscuit-colored ribbon.

Match splints made by what is known as the veneer process come first from the log in the form of ribbon. The "ribbon" of matchwood is simply unwound from the log. It looks as easy as unrolling a bandage, but there is big horse-power behind that little unrolling process.

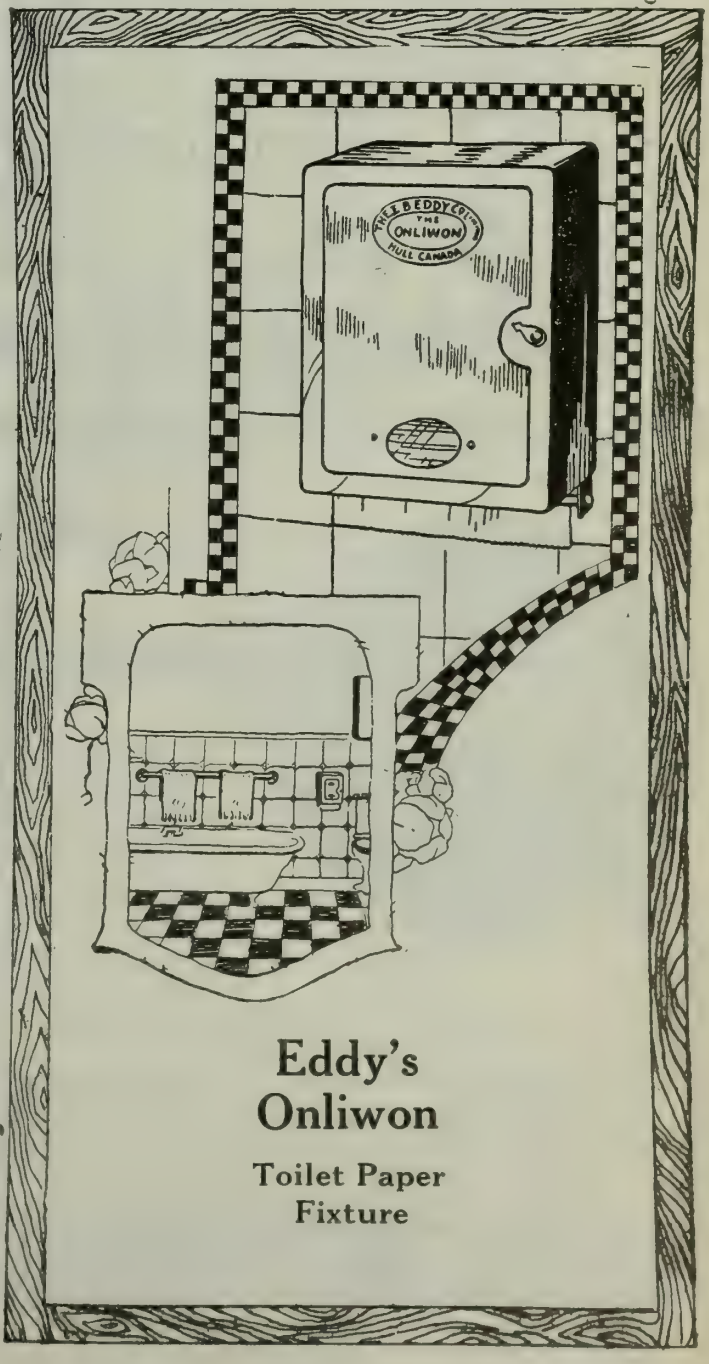
A neatly-cut poplar log drops into a close-fitting recess in a very simple-looking machine. There is a metallic click as the jaws of the machine close on the wood. Then, at the touch of a lever, the log, held in a vice-like grip, begins to revolve.

Far more swiftly than you could peel an apple the ribbon of matchwood unwinds, and is gathered up in great loops by boys who stand by the machine.

It seems impossible that solid wood should be so swiftly transformed into wide, flexible strips in such lengths. The boys pull them off the machines, pile them together, one above the other, and send them through another machine which, with a few swift blows, chops the ribbon of wood into myriads of match splints. Each ribbon of veneer is the exact thickness of an Eddy match.

The blows of the chopper cut the matches out in tiny square splints.

Match sticks made by the veneer process which unwinds the matchwood like ribbon, are square in section. There is another process which turns out match splints almost round in section. That is the continuous process, which will be described next week on this page.

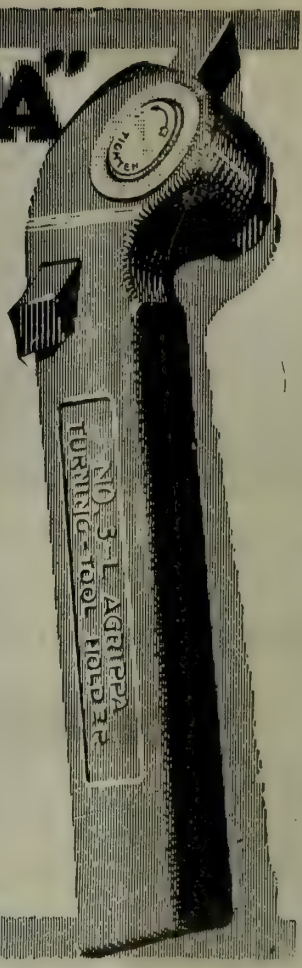


Eddy's Onliwon

Toilet Paper Fixture

If interested, tear out this page and keep with letters to be answered.

WILLIAMS' "AGRIPPA" TOOL HOLDERS



ENTHUSIASM is the lubricant that overcomes friction in production—the use of good tools promotes and encourages Enthusiasm. In this period of insistent demand for the products of manufacture, the importance of anything that tends to increase the output of man or machine, is strongly emphasized.

Williams' Drop-Forged Machinists' Tools are sturdy and dependable—they have made good in quality and in efficiency for nearly half a century. Their reputation is thoroughly established. Ambitious operators welcome an opportunity to use them for "Better tools make better workmen."

Suggest that your customers make an inspection of their equipment *now*. It may indicate where they could obtain increased production, or improved quality, or both, through the lubricant of Enthusiasm, stimulated by the use of Williams' Superior Drop-Forged Machinists' Tools.

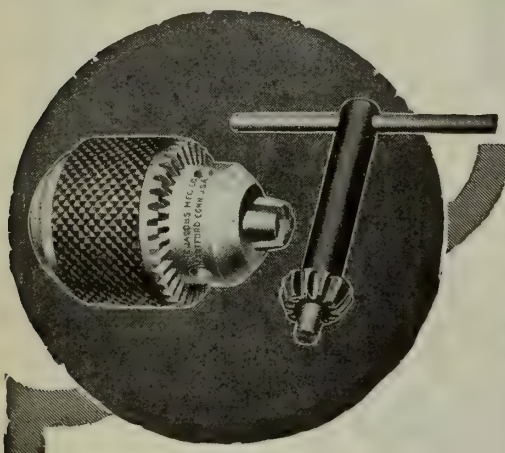
Our new Machinists' Tools Book will be sent on request

J. H. WILLIAMS & CO.
"THE DROP-FORGING PEOPLE"

30 So. Clinton St. Chicago, Ill. | **30 Vulcan St. Buffalo, N.Y.** | **30 Richards St. Brooklyn, N.Y.**

Western Canadian Agent: W. Bruce Campbell, 78 Confederation Life Bldg., Winnipeg

JACOBS CHUCKS



Canadian hardware dealers handling mill supplies have found Jacobs Chucks a most profitable line. There is no reason why you, too, shouldn't get your share of this business.

Jacobs Chucks never fail to make good with the drill user. That's because their speed, accuracy and grip result in greater efficiency, convenience, ease of handling and economy in drilling operations.

Selling Jacobs Chucks means selling better drilling. And that's what the drill user is willing to pay for at any time.

Dept. H. M.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

If interested, tear out this page and keep with letters to be answered.

BUTTERFIELD

Every Butterfield Tool is O. K.

Butterfield tools are made with the most exacting care to the standards of forty years experience and tests, and from superior materials.

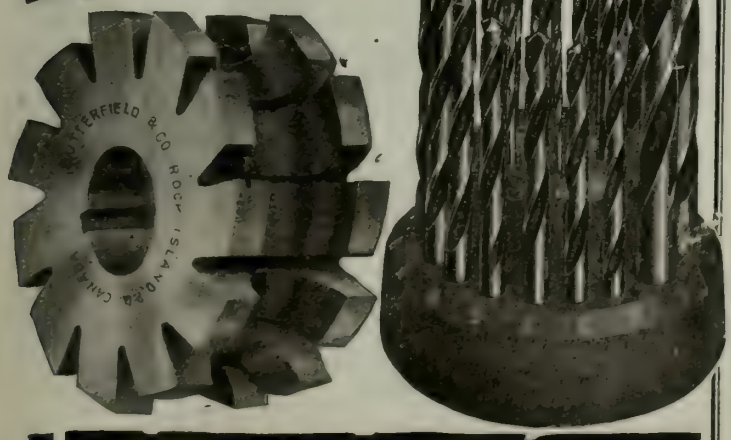
After exceptionally exacting inspection Butterfield Tools are pronounced O. K.

Consumers find them O. K. in service and dealers have long found Butterfield prices and co-operation O.K. in every particular.

Ask for latest catalogue

Butterfield & Co., Division
Union Twist Drill Co.
Rock Island **Quebec**

FOREIGN REPRESENTATIVES: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterham; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785 Buenos Aires, R.A.



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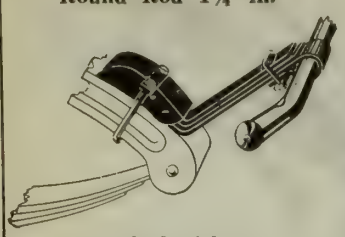
1018
Round Rod 1¼ in.



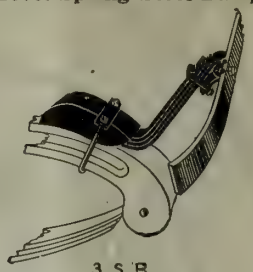
Attached with our celebrated 3-leaf
$12.00

A Necessity—
Not a Fad

Bumpers

Lower by 20%

1075. Spring Steel Bumper



3.S.R
Attached to Frame of Car with our celebrated 3-leaf V bolt attachments
$16.00

We can supply you with a fast selling line of bumpers. Our prices to dealers who can handle quantities are lower by 20 per cent. than any of our competitors. Let us send you our catalogue and build up your bumper business.

Our round 1¼, 1½ and 2-inch concrete filled rod bumpers, 3-leaf V bolt attachments are the strongest and best bumpers in the world and are absolutely made in Canada.

We can also supply you with round and diamond rods in all sizes with fitall and hook bolt attachments and 2 and 2½ channels and hexagon with all our different attachments.

Our Special Bumpers for Overland Little Four and Chevrolet 490 are now ready for delivery and they are beauties.

Concrete Bumper Company
Windsor, Ontario

We Also Make

Steel Shelving, Lockers, Cabinets, Bins, Stools, Chairs, etc. Ornamental Iron & Bronze, Commercial Wirework of all kinds, General Builders' Ironwork.

Write for folders.

The Last Word in Sanatory Equipment

DENNISTEEL
Made in Canada

Steel Lavatory Partitions

are unequalled for factories, industrial plants and public buildings—hygienic, fireproof, non-markable, easily cleaned, non-absorbent, with surfaces free from cracks, corners and crevices.

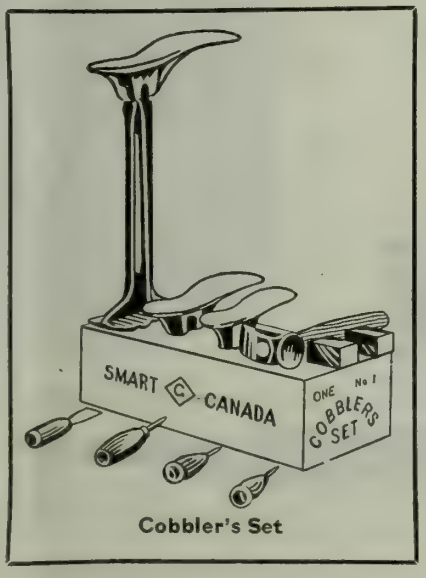
The Dennis Wire and Iron Works Company, Limited
London, Canada

Halifax, Ottawa, Montreal, Toronto, Hamilton, Vancouver, Winnipeg, Calgary

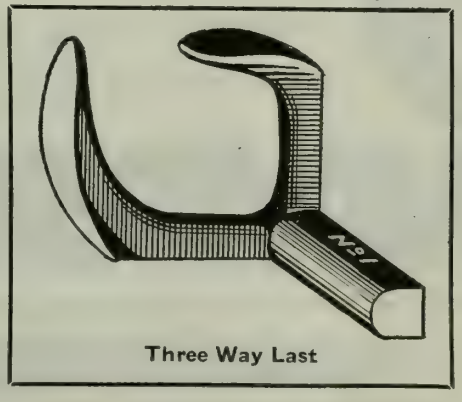
If interested, tear out this page and keep with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

Made for the Purpose of Saving Soles



Cobbler's Set



Three Way Last

And Sold Wherever Shoes Wear Out

Smart's Cobblers' Sets

KNOWN AS A STANDARD BY MASTER TRADESMEN

SEE YOUR JOBBER

JAMES SMART PLANT
BROCKVILLE, CANADA

SPEND YOUR DOLLAR IN CANADA AND SEE IT AGAIN

If interested, tear out this page and keep with letters to be answered.

GALVANIZED OIL TANKS

These cans are all made of galvanized iron, varnished red and nicely ornamented; very substantially made with extra wood bottom one inch thick, which gives greater protection and prevents corrosion; hinge cover and hasp—interchangeable pump and draining tray. Made in three sizes.

We can also supply extra oil pumps.

We shall be glad to supply, in addition to our General Catalogue, information on Steel Castings, Sheet Iron Ware, Garbage Cans, Milk Cans, Dairy Supplies, etc., etc.

The Thos. Davidson Mfg. Co. Limited

DAVIDSON'S PREMIER MADE IN CANADA THE SEAL OF DURABILITY

Head Office:
MONTREAL

Branches: Toronto and Winnipeg

Steel Foundry Division:
Lachine Canal, Turcot

DAVIDSON

"It isn't necessary to know a man's record if you have acquaintance with his standards."

AS WITH MEN, SO WITH FILES

We have set the highest standard for our product. We use only best Clay Crucible Cast Steel, and employ skilled Canadian file craftsmen, and good Canadian capital in our business. We even build our own file machinery to measure up to our exacting standards.

P H

IMPERIAL

The inevitable result is that
"They cut faster and wear longer."

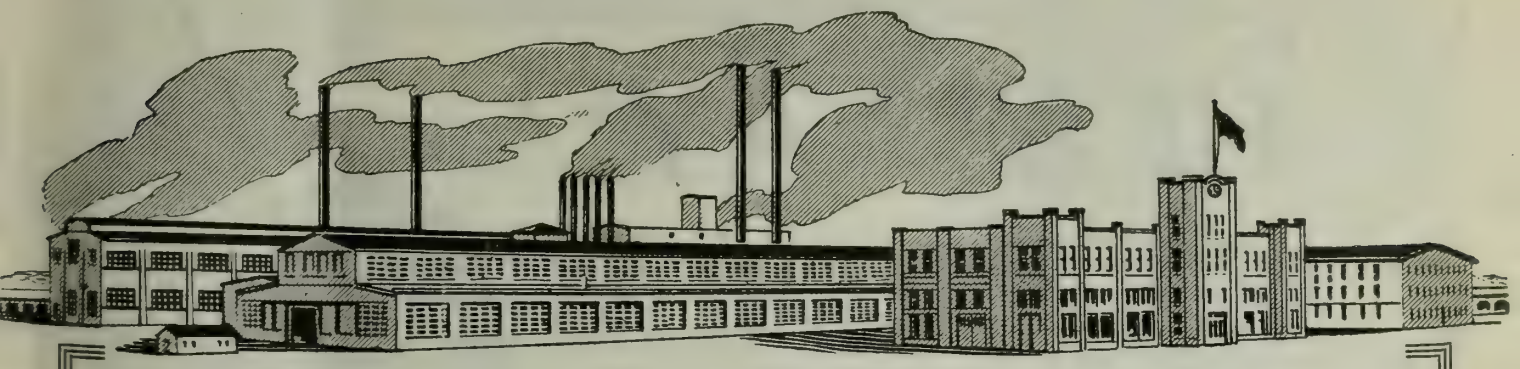
Be File-Wise

INGERSOLL FILE COMPANY, LIMITED

John Morrow Screw and Nut Company, Limited
Sole Distributors
INGERSOLL, ONTARIO

INGERSOLL

If interested, tear out this page and keep with letters to be answered.



An Important Announcement to the Wholesale Hardware Trade of Canada

The demand for munitions during the war caused the expansion of many Canadian factories to proportions which in ordinary times would appear gigantic. Such a gigantic plant was that located at Montmagny, 35 miles below the city of Quebec, on the main line of the Canadian National Railways, and known as the National Farming Machinery Co., Ltd.

This plant, to-day, one of the most modernly equipped plants in Canada, has been transformed from a war to a peace basis, and it is now producing the implements of peace, instead of the implements of war.

Before the war, the Montmagny plant produced saw mill, wood working and road making machinery which made it famous in Eastern Canada, but, confronted with the problem of utilizing its modern equipment and keeping its large staff occupied, it is now producing, in addition to the old lines, agricultural implements and also *various hardware specialties,* which specialties will be marketed through the wholesale hardware trade.

The Montmagny plant is already in a position to make delivery of some lines. A catalog is now being prepared, and in the meantime, *Richardson & Bureau, of Montreal,* who have been appointed sole selling representatives for the National lines of hardware for Canada, are in a position to answer all enquiries.

THE NATIONAL FARMING MACHINERY CO., LTD.

MONTMAGNY

Sole Selling Representatives:

RICHARDSON & BUREAU - 55 St. Francis Xavier Street
MONTREAL

If interested, tear out this page and keep with letters to be answered.

"HEATRAY"

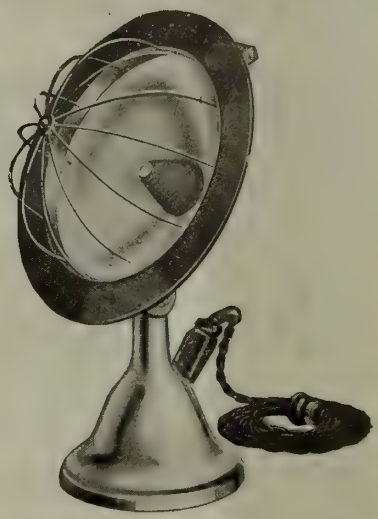
IMPORTANT NOTICE

The action taken against us by a competitor for infringing on some of their heater patents has been definitely abandoned, as our Heatray does not in any way infringe on their heater.

The National "Heatray" is a product having its own distinctive features for which we hold several patents.

Get your order in early to make sure of delivery.

Write for our Latest Discount Sheet and Proposition.



Cat. No. 1210
Heatray Heater

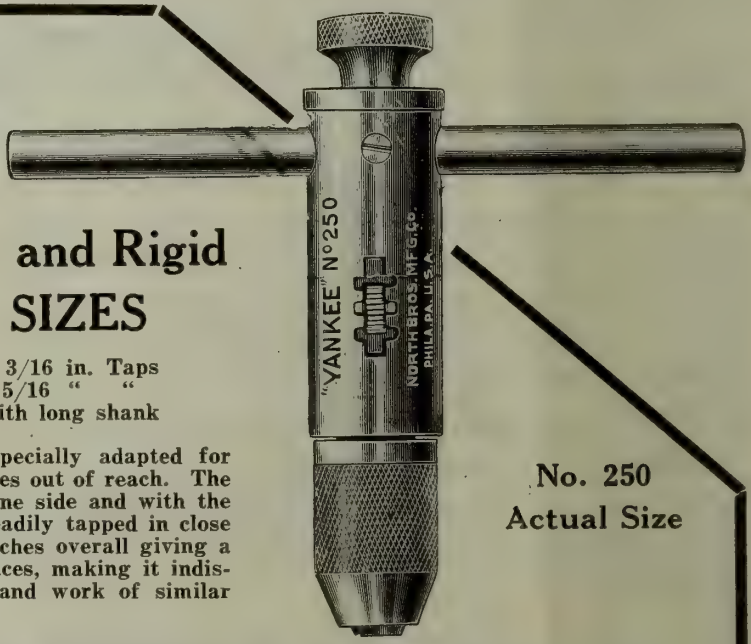
The National Electric Heating Co., Limited
Toronto, Canada

"YANKEE"

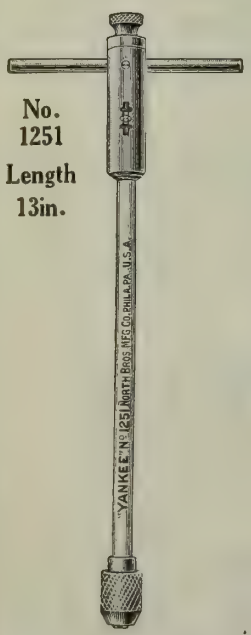
TAP WRENCHES

Right and Left Hand and Rigid

THREE SIZES



No. 250 Actual Size



No. 1251 Length 13in.

No. 250 Capacity up to 3/16 in. Taps
No. 251 " " " 5/16 " "
No. 1251 Same as 251 with long shank

Yankee Tap Wrenches are especially adapted for work in close quarters and places out of reach. The cross arm is easily drawn to one side and with the ratchet movement, holes are readily tapped in close corners. The No. 1251 is 13 inches overall giving a long reach into inaccessible places, making it indispensable in Automobile work and work of similar character.

Your Jobber Will Supply You.

NORTH BROS. MFG., CO.
PHILADELPHIA, PA.
U. S. A.

If interested, tear out this page and keep with letters to be answered.

a worth while
jobbing line---

Stanley Process
BABBITTS *and*
SOLDERS

made of
prime, virgin metals
scientifically alloyed
--high grades
only.

BABBITTS
SOLDERS
PHOSPHOR TIN
PHOSPHOR COPPER
ETC.
LEAD, COPPER, TIN,
SPELTER, ALUMINUM,
& OTHER METALS

BRITISH SMELTING & REFINING CO. LIMITED.
DRUMMOND BUILDING MONTREAL

THE PINNACLES of EXCELLENCE

V.D.L. TIRES

"Believe your eyes they're supersize"

VAN DER LINDE RUBBER COMPANY LIMITED
TORONTO ONTARIO

VDL

34

Where Did YOU See This Advertisement Before?

It is just a "drop in the bucket" of the advertising campaign which is backing every V. D. L. dealer.

Why not let us help build a bigger and better business for you?

Every size a supersize.

Equal in value to next largest size of any other make.

VDL

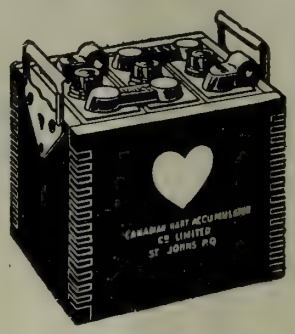
DISTRIBUTORS

Merrick-Anderson Co., Ltd., Winnipeg, Man.
Miller-Morse Hardware Co., Ltd., Winnipeg, Man.
Wood-Vallance & Leggat, Ltd., Vancouver, B.C.
The Chapin Co., Calgary, Alta.
Gray-Campbell Co., Ltd., Moose Jaw, Sask.
Western Cycle & Motor Co., Ltd., Regina, Sask.
Motor Parts Co., Toronto, Ont.
A. Chown & Co., Kingston, Ont.
R. M. Brisco Co., Ltd., London, Ont.
Hurtubise, Ltd., Montreal, P.Q.
Webster Motors, Ltd., Sherbrooke, Que.
Crowell Bros., Halifax, N.S.
Morrison-Blackwood Hardware, Ltd., Moose Jaw, Sask.
Revillon Wholesale Ltd., Edmonton, Alta.

VAN DER LINDE RUBBER CO., LTD.
TORONTO, ONTARIO
Montreal Sales Branch: Hurtubise Ltd.
222 Notre Dame St. W.

If interested, tear out this page and keep with letters to be answered.

Make Money as Agent for Hart Batteries



The number of automobiles is increasing at an enormous rate. More batteries will be used this year than ever before, and the cry of the motorist is for batteries that are absolutely reliable. Hart Batteries, due to their rugged construction, are practically free from all battery trouble. Their reliability is unquestionable—they were used on the British Submarines, which is the highest recommendation. Write us for prices and terms to dealers.

We Are Expert Vulcanizers

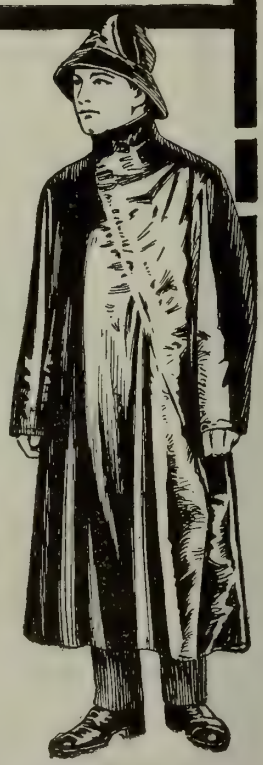
You can build a fine business in vulcanizing if you send us your work. Our expert can handle all classes of work in a manner that means continued service. Your customers will be delighted with the results. Estimates given before the work is started if requested. Send all tires prepaid express.

SAMUEL TREES & CO., LIMITED

42 WELLINGTON ST. E. TORONTO

TOWERS

WATERPROOF CLOTHING



Merchants from coast to coast are reaping profits, handling Tower's Fish brand Waterproof Clothing.

You can

MAKE MONEY

and increase custom by meeting the growing demand for these high class goods.

Write at once for prices and particulars.

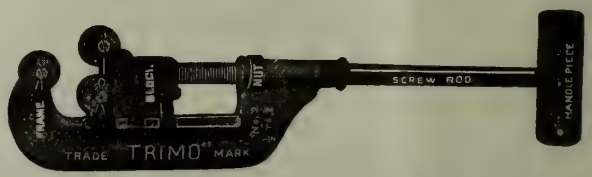
Tower Canadian Limited

TORONTO
HALIFAX WINNIPEG
VANCOUVER

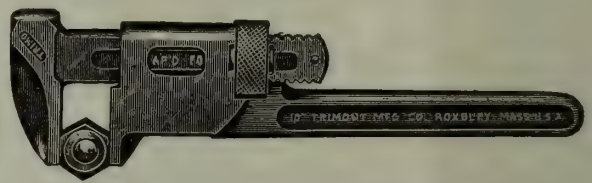
TOWER'S TRADE MARK FISH BRAND

Fish Brand Laughs at Storms

TRIMO



The Trimo Pipe Cutter can be converted into a one-wheel or three-wheel cutter by substituting wheels for rolls or rolls for wheels. When making changes care must be taken to replace cotter pins which must always be in place to give proper service.



The Trimo Monkey Wrench is built for strength, especially adapted for heavy work and railroad use.

Trimont Mfg. Company

Roxbury (Boston) Mass, U.S.A.

If interested, tear out this page and keep with letters to be answered.

Heats Water in a Minute

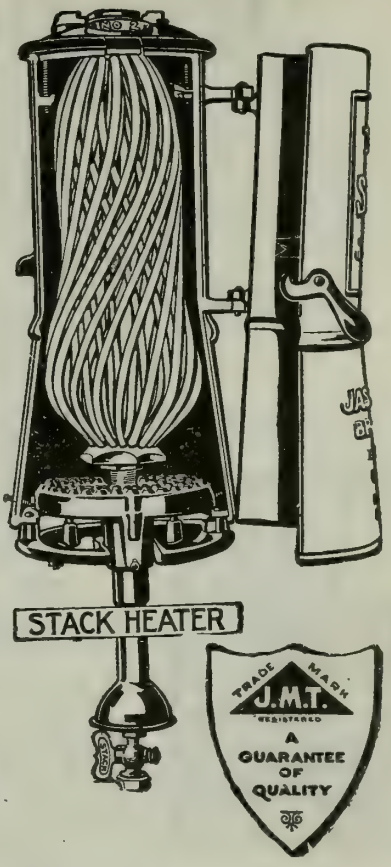
STACK HEATER

Less Gas

The network of small pipes exposed to the hot gas flame will heat water quicker than it would in one large pipe because of the greater heating surface offered. Heats water in a minute; show your prospect. No technical knowledge is necessary to see the advantages of the Stack Heater.

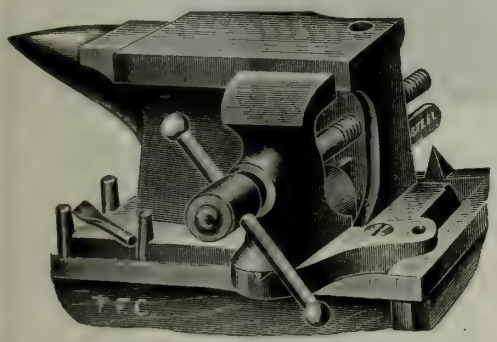
Best for you. Best for your customer.

Send for a Stack Heater Display Card.



The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, Toronto, Ontario



ANVIL AS ABOVE

Anvil, chilled face, size 4" x 2½", jaw 2"—one C.S. chisel and punch packed with each.

ANVIL SHOWN LOWER RIGHT HAND CORNER

Combined anvil and vise with steel pipe vise jaws, length of face, 6" and 3" jaws.

HANDY COMBINATION ANVIL AND VISE

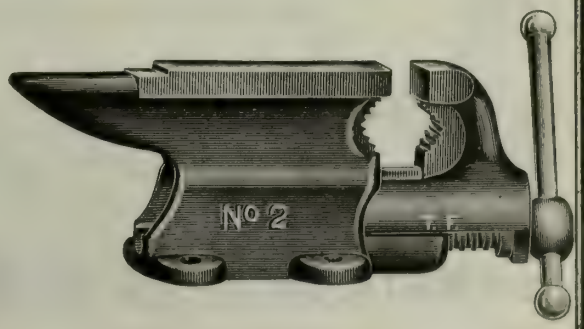
TIME AND LABOR SAVER

Modern workshops require labor and time-saving equipment. A T-F combination anvil and vise gives the worker the benefit of several tools for the price of one. All parts are made from selected materials, specially tempered and are easily and quickly adjusted—no bolts or screws to get lost or become rusty. Write us for prices.

Taylor-Forbes Co., Limited

Head Office and Works:

Guelph, Ont.



TAYLOR-FORBES CO., LIMITED,
246 Craig St. W., Montreal.
H. C. ROGERS, LTD.,
147 Prince William Street, St. John, N.B.

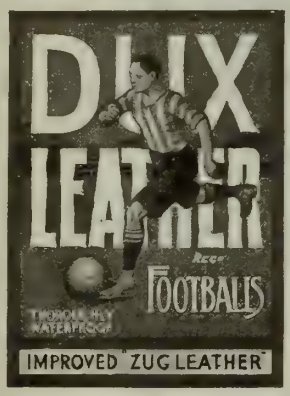
TAYLOR-FORBES CO., LIMITED,
1070 Homer Street, Vancouver.
H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.

If interested, tear out this page and keep with letters to be answered.

Kiddie-Kar

The World's Best Selling Child's Vehicle. Dealers have sold thousands and boys and girls are still begging parents for Kiddie-Kar. Its popularity spreads among children like an epidemic. It's a good seller and a good profit-maker and sales-builder.

Canadian K-K Company
Limited
Elora, ONTARIO, CANADA



FOOT-BALLS

RUGBY . . .
SOCCER . . .
BASKETBALL

FOOTBALL BOOTS

We specialize and are the actual makers of these famous Scotch articles. The leather is specially tanned and dressed for footballs at our own works.

BALTIC LEATHER GOODS CO.
Formerly N. F. & G. Martin

BALTIC
LEATHER WORKS
GLASGOW
SCOTLAND

Write for Illustrated Price List

Artistic Bath Room Fixtures

Beautiful Everlasting White Porcelain Enamel

ON SPECIAL IRON

Stronger than China, outwears all Imitation Paint Enamels or Celluloid finishes, at a price within the reach of all.

American Enamel Products Co.
CHICAGO, ILL.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL
MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright annealed, oiled and annealed.
Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.
FENCE STAPLES—WIRE NAILS—WOOD SCREWS
PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

If interested, tear out this page and keep with letters to be answered.

NOW READY

This is not an ordinary catalogue, such as you may see every day, but a real information book illustrating and describing the leading and the most profitable lines of automotive equipment, that the dealers sell every day.

Get Your Copy

For the protection of the trade in general, please use your letterheads in writing asking for this catalogue.

RENAUD MOTOR SUPPLY LIMITED

326 East St. Catherine St.
MONTREAL

Standard Quality Means Easy Sales

If you offer a customer "Famous Five Files" you offer him what he knows is the standard in its line.

It is easy to sell him and he will be satisfied, because he gets good value for his money.

It is only necessary to stock Famous Five to have profitable sales.

We carry big reserves; your stock can be replenished by your jobber as soon as it runs out.

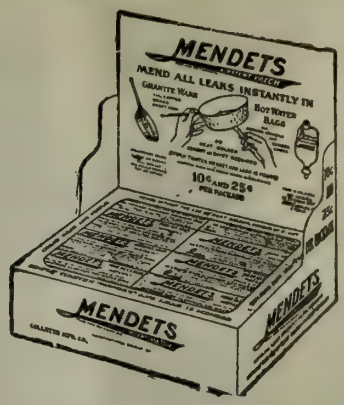
The Famous Five are:

MENDETS
A PATENT PATCH

Millions of Boxes Sold

They Sell Themselves

Collette Mfg. Company
Collingwood, Ont.
Your jobber has them



Good Men

DO you need the services of a good retail salesman, traveller, or manager? The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

SPONGES

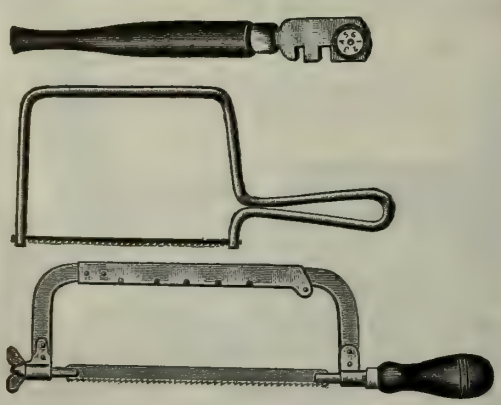
(British and West Indian)

Highest Quality Unbleached

Bahama Cuban and Florida Bale Goods

We make prompt deliveries at lowest market prices consistent with quality and packing. Write for our prices, and keep them before you. We have all grades and sizes in stock.

Evans & Co., Limited
(Importers and Exporters)
Head Office and Warehouse
247 St. Paul St. West, Montreal.
Toronto Office 8-10 Wellington St. East, Toronto, Ont.



The Crescent Line

For Quality that satisfies customers

The Crescent Company's line of small tools and hardware specialties is a reliable, salable line of consistent high quality that sells well, satisfies customers and shows a good margin of profit to the dealer.

At All Leading Jobbers.

Campbell Agencies
Toronto, Canada
The Crescent Company, Meriden, Conn.

If interested, tear out this page and keep with letters to be answered.

MADE IN CANADA

Blacksmith's
Boiler Makers'
Machinists'
AN D
Pipe Fitters'
Tools Write for Catalogue

A B. Jardine & Co.
LIMITED
HESPELER, ONT.

THE
LAIDLAW BALE-TIE CO.
LIMITED
Factory and Head Office
HAMILTON, ONT.

We manufacture and carry the LARGEST STOCK of

BALE-TIES

in CANADA and are thereby in a position to give IMMEDIATE SHIPMENTS

WIRE ALL SIZES FOR ALL PURPOSES

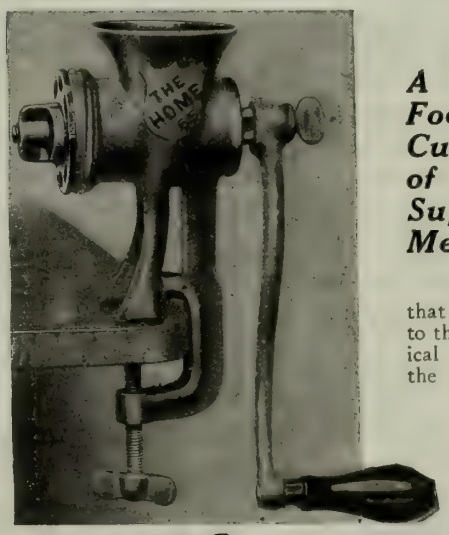
A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
H. F. Moulden & Son, Confederation Life Bldg., Winnipeg
M. Bryan, 24 Aldgate, London, Eng.

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly.

Manufactured in Canada



A Food-Cutter of Superior Merit

that sells easily to the most critical customer—the

Maxwell

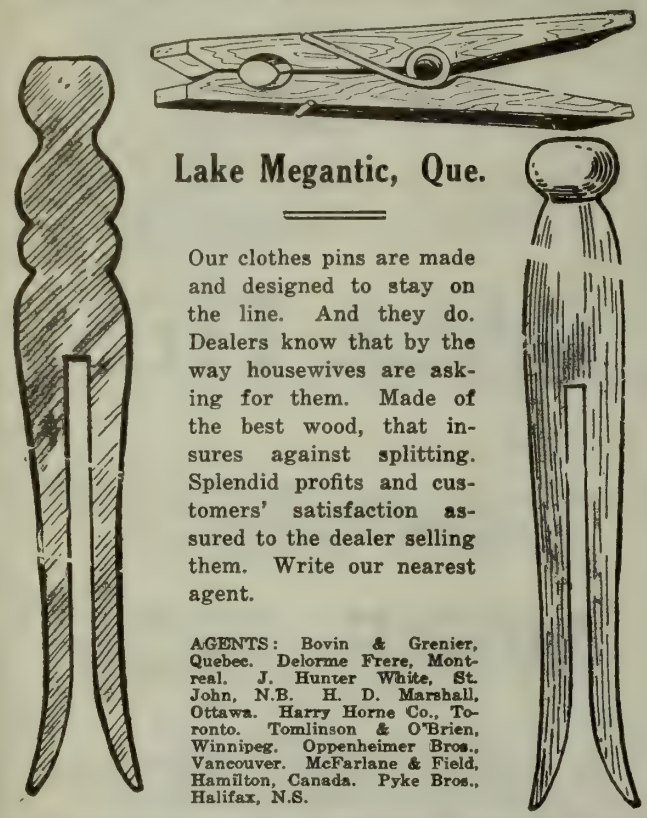
"HOME 65"
QUICK—CLEAN—WATER-TIGHT
Open-end cylinder makes it easily cleaned.
Cuts any kind of Food.
Home 65: Family Style. Home 55: A Smaller Model
Made in Canada—Superior to any imported
Write for Proposition.

Maxwells Limited, St. Mary's, Ont.

If interested, tear out this page and keep with letters to be answered.

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins



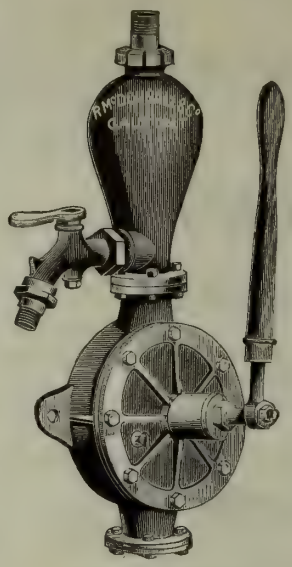
Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

This Pump Delivers The Goods

With a Minimum of Effort



The IDEAL Double Action Oscillating Force Pump

Isn't that what people want in the summer cottages!

The simple, substantial way in which it is built removes all worry about repairs in these out-of-the-way places.

We have these pumps on hand now but they are good sellers, so you better get your order in early for this summer's business.

THE R. McDOUGALL CO., LTD.

GALT - - CANADA

MAYHEW MADE TOOLS ARE RIGHT

Small Screw Drivers on an Easel

Put this display easel on your show case. Surprise yourself at the number of miniature screw drivers you sell. These are regular Mayhew quality and modestly priced. They have tool steel blades *hammer forged*, nickeled ferrules, hard-wood handles. Just the thing for electricians and for household use in repairing clocks, magnetos, sewing machines and typewriters.

Order a two-dozen carton today.

MAYHEW STEEL PRODUCTS, INC.
291 Broadway, New York

CAMPBELL AGENCIES
McKinnon Building Toronto, Canada

Ask for Set No. 811

MAYHEW

"Every blow of the hammer refines the steel"

VOL-PEEK

15 cents

A Fast Seller with Big Profits

Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at ½ **cent per mend.** Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.

Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $2.25. 60% profit for you.

Order through your jobber or direct to

N. NAGLE & Co

BOX 2024, MONTREAL, CANADA
(Owning and operating Vol-Peek Mfg. Co.)

STOPGLARE LENS

THE HEADLIGHT NON GLARE LAW will be in effect in a few weeks, not according to rumor but according to F. C. Biggs on May 4th, and will be equally as effective and binding as other legislations.

All motorists admit that glaring headlights are equally as dangerous as are reckless drivers—laws have been passed to prohibit these just as other laws are formed to deal with the murderer, thief, anarchist or drunkard.

Many Lens are manufactured—all aiming to meet the full requirements of the law. To dim your headlights in passing the other fellow is the essence of politeness but fraught with grave danger, as temporarily you are left with insufficient light to say nothing of the risk in taking ones hands from the steering gear to turn the switch on the dash-board or steering post as the case may be.

There are two types of Lens being manufactured. One a diffusing type and the other a concentrating type. The latter Lens is only effective when you have accurate focussing—this takes considerable time and requires regular attention owing to the fact that the vibration of the car will permit the Lens to slide from their position once set, or you are liable to bend your headlights back from bumping another car. It is only when driving on a level road and you have perfect focussing that these Lens meet the present legislation. If you are on a bumpy road or going up or down hill or even riding with the outside wheels near the curb your headlights will glare, not as the ordinary headlight but more intense as this type of Lens are of the prism type which magnifies the light and therefore intensifies the glare.

The diffusing type of Lens are an entirely different proposition, as under all conditions, whether your Lens are tilted, or you are riding on bad roads, up or down hill, there is no direct beam of light as all glare is entirely eliminated, and you have created what might be termed a real "milky way." You do away with all long forked lights and have a flood of light in front of your car which relieves the terrific eye strain of night driving. No focussing is necessary and you do not need to dim your headlights when passing the other fellow. The golden rule is imbedded absolutely in this particular type of Lens.

The Stopglare Lens are a diffusing type and retail at $2.50 per pair all sizes. This is a made in Hamilton product and odd Lens can be had in the event of your breaking an odd light. These Lens have passed all provincial laws which permits you to travel from east to west of Canada, and also comply with the New York State Law.

We have actual photographs of these Lens in operation and tests or demonstrations will be cheerfully given at any time.

Interesting proposition to the Accessory Dealer upon request. Send $1.50 for sample pair mentioning size required.

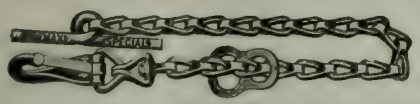
Ontario Plate Glass Limited

112 King St. W., Hamilton, Ont.

Congratulations to Canada!

Her rapid growth and industrial activity are winning the admiration of the whole world.

We are proud to number so many of her splendid Merchants on our books as satisfied customers.



Our Catalogue still free for the asking

NIAGARA FALLS METAL STAMPING WORKS

237-239 TENTH STREET NIAGARA FALLS, N.Y.

E. Roy, 654½ St. Andre St., Montreal, Que.

A. S. Butchart, 36 Adelaide St. W., Toronto

C. C. Cartwright, Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

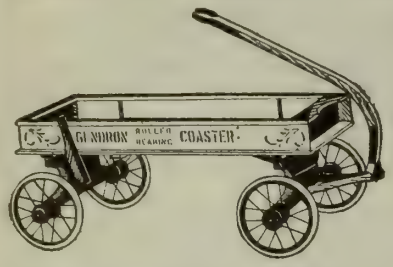
BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

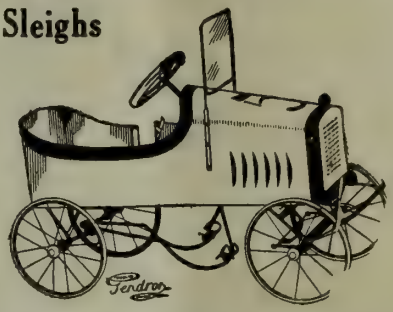
If interested, tear out this page and keep with letters to be answered.

THE GENDRON MFG. CO., LTD., Toronto, Canada,

Makers of Children's Vehicles, Bathroom Fittings, Sleds and Sleighs



Lines comprise Metal and Wood Body Express Wagons, Velocipedes, Doll Cabs, Go-Carts, Baby Carriages, Carriers, Invalid Wheel and Rolling Chairs, Towel Bars, Soap and Sponge Holders.



The Gendron Mfg. Co., Limited, 137 Duchess Street, Toronto, Canada

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

Cow and Calf Weaner

Impresses Every Stock Owner

KANT-SUK

A humane and efficient device. The hinge construction permits grazing—cow and calf together—yet prevents sucking. Easily applied. Sells the year round.

Imperial Bit & Snap Company, Racine, Wis.

IRON FENCING,

of various designs,

WIRE WORK
of all kinds.

C. H. JOHNSON & SONS, Limited

Wire Works, St. Henry
MONTREAL

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED

Manufacturers of Lumber Tools

Pembroke Ontario

Imperial Polarine Assures Profit

Are you satisfying your customers with the right oil?

Cheap oils are an expense and reduce the efficiency of the motor. Motorists prefer to trade with dealers who can give them satisfaction in size, package and the correct grade of Imperial Polarine for their car. Be prepared to satisfy them with the right oil at a reasonable price and you will get their steady trade.

IMPERIAL Polarine MAKES A GOOD CAR BETTER

Makes a Good Car Better

Imperial Polarine costs the customer less because it gives more miles of efficient lubrication per gallon. It enjoys a country-wide reputation for highest quality and is extensively advertised in papers reaching practically every motorist. 33 1/3 per cent. is the minimum profit on every sale. Large regular sales mean larger profits. Increase your profits with Imperial Polarine.

Imperial Polarine is sold in three grades and six sizes for cylinder lubrication. Imperial Polarine, Imperial Polarine Heavy and Imperial Polarine A—in ½ gallon, gallon and 4-gallon sealed cans; also in 12½ gallon steel drums, half-barrels and barrels. There are special Imperial Polarine oils and greases for transmission and differential lubrication also. Carry the full line.

If you are not selling Imperial Polarine, write us at 56 Church Street, Toronto and secure our dealer proposition.

IMPERIAL Polarine MAKES A GOOD CAR BETTER

Three grades for automobile cylinder lubrication.
IMPERIAL POLARINE
(Light medium body)
IMPERIAL POLARINE HEAVY
(Medium Heavy Body)
IMPERIAL POLARINE A
(Extra heavy body)
One of these grades is specially recommended for the correct lubrication of any car or truck in your community.
See the Imperial Polarine Chart of Recommendations—display it prominently and sell by this chart.
For Efficient
Automobile transmission and differential lubrication sell
IMPERIAL POLARINE TRANSMISSION OIL
In cases where grease is required or preferred, sell
IMPERIAL POLARINE TRANSMISSION GREASE "BB"
IMPERIAL POLARINE CUP GREASE T-2047

IMPERIAL OIL LIMITED
Manufacturers and Marketers of IMPERIAL POLARINE MOTOR OILS & GREASES
Marketers of *Gargoyle Mobiloils* in Canada
BRANCHES IN ALL CITIES

If interested, tear out this page and keep with letters to be answered.

IMPERIAL
FLOOR DRESSING
(Standard)

—sanitary
—non-evaporating
—economical
—easily applied
—floor preservative
—attracts trade
—inspires confidence
—PREVENTS DUST

"Truly the Dealer's Friend"

Your stock will always be clean and bright, your store spick and span, if your floors are treated with Imperial Floor Dressing—the modern dust preventative.

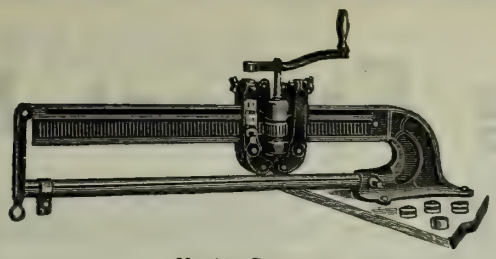
One gallon treats 500 to 700 square feet of floor surface—one application lasts for months.

Ask the Imperial Oil Salesman for prices.

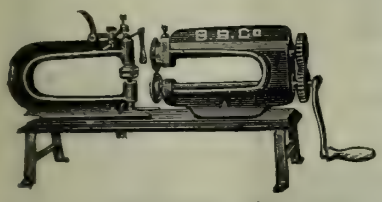
"Made in Canada"

IMPERIAL OIL LIMITED
Power - Heat - Light - Lubrication
Branches in all Cities

If interested, tear out this page and keep with letters to be answered.



No. 30—Groover



No. 22—Circular Shear

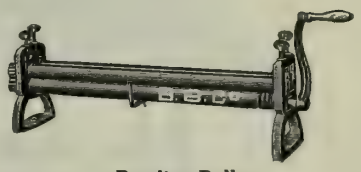
Steel Brake

Are You

using up-to-date tools or are you losing contracts on account of high labor costs.

The solution is **Install BB Tools,** which give you the maximum production at the **Lowest Cost.**

Tin Folder



Bending Rolls

The Brown, Boggs Company, Limited

HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.

Milwaukee, Wis.

Vinegar

and

Syrup

Pumps

WALTER WOODS & CO.

Hamilton and Winnipeg

If interested, tear out this page and keep with letters to be answered.

Creating Export Markets

A few months ago a British firm of importers, located in London, England, asked us for names of packers of condensed milk in Canada. We sent them a copy of "Canadian Grocer" which contained the announcement of the name of a prominent company. They write, December 17th, as follows:

"You will be interested to know that as a result of our asking you some time ago for information for packers of condensed milk and referring us to ——— people, we were able to place orders with that firm within a few months to the extent of £72,000."

—An instance of the splendid service MacLean business papers are giving in introducing Canadian business firms to world-wide markets. This double approach to business means much to all firms who are interested not only in home markets, but also in whatever foreign markets can be developed.

MacLean business papers give an added service by constantly adding to their readers the names of foreign concerns in all important world-wide markets where Canadian goods can and will be sold. Publicity in these media gives the same effective service in the development of foreign sales that it does in Canada. We could tell you of many other instances where business papers have developed splendid markets where none were thought to exist.

What an opportunity for scientific, intensive, wasteless and immensely productive advertising—and what amazing results are being reaped by those who know how to grasp it. Give us an opportunity to show you how MacLean business papers can develop foreign trade in addition to building up your Canadian business.

The MacLean Publishing Company, Limited

Publishers of the following specialized trade newspapers:

WEEKLY

Hardware and Metal
Canadian Grocer
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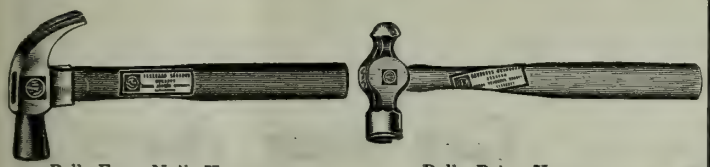

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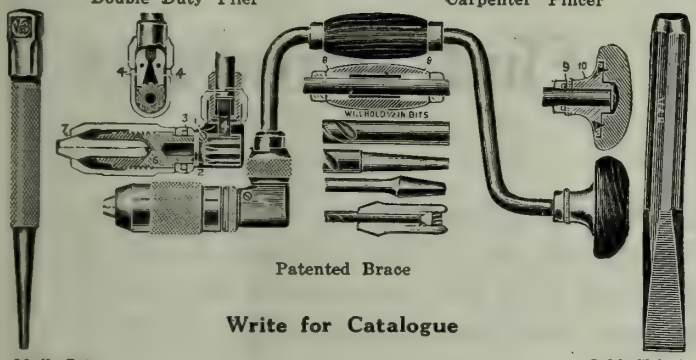

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, MAY 22, 1920 No. 21

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, MAY 22, 1920 No. 21

Retailers Escape Turnover Tax; New Taxes on Some Hardware Lines; Manufacturers and Wholesalers Are to be Licensed

Budget Outlines Excise Taxes Ranging From 10 Per Cent. on Sporting and Traveling Goods—Firearms and Ammunition—Cameras — Pocket Knives — Toiletware — Gramophones and Records—Manufacturers, Importers and Jobbers to Pay 1 Per Cent. Turnover Tax

OTTAWA, ONT.—New tax legislation affecting many lines sold through the hardware trade are now in effect, as outlined in the budget, as presented by the Minister of Finance this week. The levying of one percent. tax on all sales of manufacturers, wholesalers or importers but not retailers, unless they are direct importers, excise tax running from 10 to 50 per cent. upon certain articles; increase of 5 per cent. in income taxation over $5,000; stamp taxes on promissory notes, bills of exchange and stock transfers and a license fee of $2 in every business man dealing in lines mentioned to carry on excise tax, are the chief points of interest to the trade. The only relief in sight is the wiping out of the 7½ extra war tax on all remaining lines and the increase in business profits exemption from 7 per cent. to 10 per cent.

Tax of 10 Per Cent. on Travelling and Sporting Goods

An excise tax of 10 per cent. is imposed on the total purchase price of the articles herein mentioned; trunks in excess of $40 each; valises, travelling bags, suit cases and fitted travelling cases of $25 each; ivory-handled cutlery, cut-glass ware; sporting goods such as tennis rackets, nets, racket covers and Presses, skates, snowshoes, skiis, toboggan, canoe paddles and cushions, polo mallets, baseball bats, gloves, protectors, shoes and uniforms, football helmets, harness and goals, basketball goals and uniforms, golf bags and clubs, lacrosse sticks, balls of all kinds, fishing rods and reels, billiard and pool tables, chess and checker boards and pieces, and all such articles commonly known as sporting goods, in excess of 50 cents.

This section also includes plated-ware not otherwise provided for, as adapted for household or office use, and which includes a wide range of household devices and utensils commonly sold in hardware stores.

A tax of twenty per cent. is levied on hunting and shooting garments and riding habits; hunting and bowie knives; gold and silver handled pocket knives and pencils; gold, silver, ebony and ivory toiletware; articles of silver not otherwise mentioned; silver or gold deposit ware; chandeliers except for churches, ash trays, humidors and smoking stands.

Tax Shall be Paid by Purchaser to Vendor at Time of Sale

These excise taxes are to be paid by the purchaser to the vendor at the time of sale for consumption or use, or on importation for consumption or use other than resale, in addition to the customs duties already imposed.

Tax on Firearms, Campers, Etc.

An excise tax of ten per cent. is levied on boats, yachts, canoes and motor boats unless used for trading or commercial purposes when refund will be allowed; cameras weighing not more than 100 pounds; firearms, shells or cartridges for use other than for militia purposes; pianos and organs except pipe organs, musical instruments. Passenger automobiles are to be taxed on the basis of fifteen per cent.

Tax Player Pianos, Phonographs

A tax of twenty per cent. on mechanical piano-players, gramophones, phonographs, talking machines, music boxes and records used in connection therewith or with any musical instrument.

A tax on playing cards for every fifty-four cards or fraction of fifty-four in each package; when selling at $25 or less per gross packages—twenty-five cents per pack; when selling in excess of $25 per gross packages—fifty cents per pack.

Dealer Must Pay License Fee

Every person selling or dealing in the articles upon which the above taxes are imposed may be required to take out an annual license therefor which will not exceed $2.00

Effective From May 19

The provisions as outlined are deemed to have been in effect from May 19th of this year and to have applied to all goods mentioned therein imported or taken out of the warehouse for consumption on and after that day, and to have also applied to goods previously imported for which no entry for consumption was made before then.

Turnover Tax of 1 Per Cent. on Manufacturers, Wholesalers and Importers, License Fees if Required

A tax of 1 per cent. in addition to the present excise and customs duties, is levied on sales by manufacturers, wholesalers, or on importations. The purchaser is to be furnished with a written invoice of any sale stating separately the amount of the tax when such tax is not

AMOUNT OF TAX SHOWN ON SALES TAGS

Each dealer selling goods which come under the new taxes will show the price of the goods on the invoice and also the amount of the tax whether it be ten, twenty or fifty per cent. Two copies of the invoice will be made out, the dealer keeping one, to be later handed over to the Inland Revenue Department which in turn collects the money as represented by the invoices.

Thus anyone buying a $50 article will get a bill reading "To (name of article) $50. To luxury tax 10 per cent. $5. Total $55."

included in the purchase price. This tax must not be included in the manufacturer's or wholesaler's cost on which profit is calculated. The tax is to be paid to the wholesaler or manufacturer by the purchaser and in turn remitted to the Government under a penalty provision not exceeding $500. Manufacturers, wholesalers and importers may also be required to take out an annual license fee of $5.00 with a penalty of $1,000 for not doing so.

Lines Exempted From Excise Tax

Many lines of foodstuffs, coal, artificial limbs, etc., are exempted from the excise tax. These also include grains and seeds in their natural state; cattle foods, etc. The exemption also applies to lines exported.

Stamp Tax on Promissory Notes, Etc.

A stamp tax of two cents is imposed on promissory notes, bills of exchange, of the value of one hundred dollars or less, and a tax of two cents additional is imposed on every one hundred dollars or fractional part thereof in excess of one hundred dollars.

New Income Taxation

Amendments to the Income War Tax Act provide that the taxes and surtaxes including tax upon corporations and joint stock companies shall each be increased 5 per cent. on incomes over five thousand dollars, such increases to apply to taxes leviable for the period of 1919. Each person so liable is required under the new legislation to forward to the Minister of Finance with each annual return of his income, an amount equal to at least one-fourth of the amount of the tax and surtax, and shall pay the balance if any, in not more than three bi-monthly instalments with interest at the rate of 6 per cent., together with interest at the same rate from the date prescribed for making the return, up to the time of payment of the instalment.

A provision for the payment of interest at 10 per cent. upon the total amount is made where a person makes a return of income less than the correct amount.

Amend Business Profits War Tax

Amendments to the Business Profits War Tax provide that the profits earned in any business during any accounting period ending in the year 1920 which do not exceed ten per cent. per annum upon the capital employed in such business, shall be exempt from the tax prescribed by the act. Upon any such profits exceeding ten per cent. and not exceeding fifteen per cent., there shall be paid a tax equal to twenty per cent. of such profits. Upon any such profits exceeding fifteen per cent. per annum, and not exceeding twenty per cent., there shall be paid a tax equal to thirty per cent. of such profits. Upon any such profits exceeding twenty per cent., and not exceeding thirty per cent., there shall be paid a tax equal to fifty per cent. of such profits. Upon any such profits exceeding thirty per cent. per annum there shall be paid a tax equal to sixty per cent. of such profits.

In the case of a business owned by an incorporated company, and with a capital of not less than twenty-five thousand dollars, and under fifty thousand dollars, employed in such business, there shall be paid a tax of twenty per cent of the amount by which the profits earned in such business during any accounting period ending in the year 1920 exceeded ten per cent. per annum.

In respect to any business liable to taxation under the act, having a capital of less than fifty thousand dollars, the rates of taxation set forth in section 3 of the act, chapter six of the Statutes of 1917, shall apply in respect of the 1917 and 1918 accounting period if twenty per cent. or more of such profits have been derived from the manufacture or dealing in munitions of war or materials or supplies of any kind for war purposes.

The period during which the said act is to be in operation is extended for one year.

Wipe Out 7½ Per Cent. War Tax

There is a notice of a resolution which, in legal phraseology, wipes out all the provisions in the acts of 1915 and 1919 which imposed a seven and a half per cent. extra war tax on all imported goods. Last year many necessaries were excepted. Now the whole tax is wiped out.

Another notice is of a motion to provide that the provisions of the foregoing resolutions shall be deemed to have come into operation on May 19, 1920, and to apply and to have applied to all goods mentioned, "imported or taken out of warehouse for consumption on and after that day, and to have also applied to such goods previously imported for which no entry for consumption was made before that day."

Important Views on Effect of New Taxes

Prominent Manufacturers of Sheet Steel Goods, Cordage, Tinware, Paints, etc., Express Their Opinions of Effect of New Tax Impositions From Dealers and Salesmen

MONTREAL.—In an interview with a prominent manufacturer regarding the effect of the budget on manufactured articles of sheet steel HARDWARE AND METAL was informed that, as is to be expected, the tax of one per cent. on manufactured goods will have to be paid by the consumer. The manufacturer's invoice price on a given article might be $10 to the jobber. The tax on this, of course, would be but ten cents. Then the jobber must add his profit to said cost. Added to this again, his price being, say $12, would be another 12 cents which the customer must pay. In the transaction, of course, the jobber would have to absorb, in a sense, the tax charge made by the manufacturer.

It was pointed out that the manufacturer, faced with serious enough problems in getting raw materials, labor, fuel, etc., will be in a unenviable position under the operation of the new arrangements. In the first place, steel plate carried a duty of 5 per cent. before the war. Then there was no tax on tinplate. The war tax came along, this being 7½ per cent. This made the duty on steel plates 12½ per cent., with the 5 per cent. import that had been operating previously, and the tinplate carried the regular war tax only of 7½ per cent. Now, with this removed, the old plan is agin operative.

Less Protection for Tinware Manufacturers

Where the Canadian manufacturer is likely to suffer is in the operation of only a 25 per cent. duty on manufactured tinwares. With the war tax removed, this has been reduced from 32½ per cent. to 25 per cent. This, to the layman, would seem to be ample. Ordinarily, other things being equal, it would perhaps be fair.

Canada, as a market for various wares, has great limitations as compared, for instance, with the United States. It is a case of catering to eight million people, whereas in the adjoining republic the market is 12 to 15 times greater. It means that the Canadian manufacturer has to produce a variety of lines to maintain his factory on full time. He must, in other words, produce a big variety of products, much more comprehensive than manufacturers turning out similar products in other countries where the market is large. As a consequence, his cost of production is such that he cannot operate his machines on as favorable a unit cost basis as the maker with wide market. And under the limitations of material to-day, with producers of steel plates handing out "dribblings" in some instances, the manufacturer with hundreds of employees cannot operate, naturally, to advantage. His overhead increases out of proportion.

What Lifting of War Tax Means

The opinion seems to be that prices ought to be reduced in view of the fact that the 7½ per cent. war tax has been discontinued. This, were conditions less confused than they are, would be an immediate or early relief, that is, prices would lower to this extent, or somewhat in any case. But the difficulties confronting the manufacturer to-day are numerous. He has had to pay increasing wages to his men, and all operating costs have been high, and many of them steadily mounting. His mills have, perhaps,

Continued on page 44

Tax Immediately Affects Prices

Hardware Wholesalers Revise Prices Simultaneously With Enforcement of New Taxes—Turnover Tax Will Not be Seriously Reflected Except Where Addition of Luxury Tax is Necessary

HARDWARE wholesalers in Toronto and elsewhere took steps to put the new taxation impositions into effect immediately on being advised of the requirements. There are of course many points which will have to be elucidated, but as they were required to make returns as from May 19 they were compelled to take steps according to their own interpretation of the requirements.

"We will add the 1 per cent. Turnover Tax on sales right away," said an official of one Toronto wholesale to HARDWARE AND METAL, stating that prices of a number of lines would be advanced immediately. He did not think, however, that the price advances would make a great deal of difference, except on such lines as are mentioned herewith as coming under the luxury tax imposition.

He explained that the luxury tax as imposed by the manufacturer to the jobber would be passed along without being duplicated as it was confined to dealings between the vendor and consumer only.

Mr. F. Moore, of Benjamin Moore & Company, Limited, Toronto, after a brief survey, thought that the legislation was radical and likely to affect all branches of trade considerably. He stated to HARDWARE AND METAL that while he had not had an opportunity of going fully into the details, that no doubt certain lines of retail trade would be affected seriously.

Sporting goods lines are largely affected by the excise duties, but sporting goods dealers do not look for any reduction in business, stating that the demand is such that the consumer will pay the extra rather than go without such lines. Such was the statement of Harold A. Wilson, of the H. A. Wilson Company, Toronto.

H. J. Love, of A. J. Spalding & Bros., sporting goods, Toronto, thought that there was little doubt that the tax would be added to the present cost of merchandise. "We have such a demand for sporting goods now that we are unable to meet it," he stated, "so that I do not expect any reduction of business. Recreation has become recognized as a necessity by nearly everyone."

F. I. Fox, Toronto manager of the Ford Motor Company, of Canada, also expects the public will pay the 5 per cent. extra tax levied on cars, imported and domestic. He pointed out that the removal of the 7½ war revenue tariff gave U.S. cars a little advantage. With this removed and the additional five per cent. added they gained 2½ per cent. He thought the readjustment of the business profits tax would encourage firms to build and go in for increased production.

Another Toronto retailer referred to the fact that in the United States they have a luxury tax and while at first there was some difficulty yet they appear to have now accepted it. He mentioned that there would be difficulties, such as that concerning returned goods which are exchanged for other goods at another price. A dealer in musical instruments states that 90 per cent. of the retail business in instruments is done on the deferred payment plan and that therefore it is the wage-earner and not the wealthy man who purchases most of the musical instruments. He thought it criminal to deny homes of this class, the influence of music.

"It will simply kill importation. Some musical instruments already pay a tariff of 52 per cent. and another tax of 20 per cent. will be disastrous to the music business," he said.

According to Mr. L. Langmuir, of M. L. Langmuir Mfg. Co., the luxury tax on trunks, bags, valises, etc., will fall heavily, affecting all cowhide bags and many of the wardrobe trunks.

"We made suggestions to the Government," said Mr. E. M. Trowern, secretary of the Dominion Board of the Retail Merchants' Association of Canada, "but they did not follow all of them in imposing the taxes on the reail trade." Mr. Trowern intimated that the Government had followed these suggestions in only some cases, although they had expressed the opinion of retailers from all sections of the Dominion.

A tax on sales, he felt, would be expensive to collect and would also be unfair. W. C. Miller, Toronto, secretary, predicted that this tax would have several effects, one of them being that the manufacturers would make every effort to evade it, and further, the manufacturers in this line would attempt to standardize.

Cheaper Goods False Economy

Mr. Trowern did not look for much turning to the cheaper lines of goods, because people had learned that it was false economy. He also wanted to know just what the Government called luxuries, and withheld comment on the Budget as a whole until the retailers' representative in Ottawa should arrive with a detailed report of the new tariff.

Should the Turnover Tax Fall on Retailers?

SEND US YOUR OPINION

Now that the Budget has been uncovered and it is noted that the 1 per cent. Turnover Tax is to be applied to the sales of manufacturers, importers and jobbers only, and not the retailer, there is a distinct tendency already noted to pass the Turnover Tax along to the retailer.

A prominent Toronto banker makes the statement that the Turnover Tax should fall not on the wholesalers but on the retailers, stating that it would then be spread over the greatest possible area. As against this, Thomas Findley, president of the Massey-Harris Company, states that prices are now so high that it is wiser to let the tax fall on the lower price of the manufacturer rather than that of the retailer.

"Generally speaking I should think the tax on turnover should fall on the retailer," states Sir John Willison.

Another well-known Toronto merchant cited a case where one man whose taxes last year amounted to $2,000 had a turnover of $2,000,000. On the basis of the 1 per cent. Turnover Tax, his bill this year would amount to $20,000. He thought the one per cent. tax should be placed on the last man to turn the goods over to the public, the retailer.

In order that the opinion of the retail trade may be voiced on this important subject, HARDWARE AND METAL wants a letter from as many hardware dealers as possible setting forth their views as to where the Turnover Tax should fall and why. Send yours in to-day. Address the Editor, HARDWARE AND METAL.

143 University Ave., Toronto.

IMPORTANT VIEWS OF EFFECT OF NEW TAXES

Continued from page 42

schedule, due to the scarcity of raw material. This condition applies to many lines, particularly to steel products.

"The 7½ per cent. will be easily taken up," said a cordage maker to HARDWARE AND METAL, "by the higher costs that have to be faced."

Then the present stoppage of traffic from the United States has served to work no little hardship on many manufacturers. Whatever the future may have in store it would seem that, for the present, there will be no reduction on manufactured products through the abolishing of the War Profits Tax.

New Proposals Should Have Honest Co-Operation

"The new taxation proposals are on trial in many respects so that it is not well to dogmatize upon them at this time," said W. T. Fallis, managing director The Sherwin-Williams Co., of Canada, Ltd., to HARDWARE AND METAL.

"With regard to the taxes on luxuries and the tax on sales. Time alone will tell whether they are to be successful or not. We have to remember that the Government is faced with the necessity of raising an immense amount of revenue and insofar as their intention is to balance the budget and discontinue the policy of raising heavy yearly loans, they are to be strongly commended.

"The burden of taxation is one that the people of Canada as a whole must bear in some form—the particular form being, it is hoped, the subject of careful study and investigation, and, when decided upon, receiving a fair and just trial.

"The new proposals, to bear fruit, should have the honest co-operation of all classes of the public, because only on this basis can accusations of discrimination and unfairness be avoided. Moreover, if any of the proposals in practice are revealed to work an undoubted injustice to any section of a community, no doubt the Government will be ready to make the necessary adjustments. They will also, it is hoped, be willing to make the machinery for making returns and collections under the proposals as simple as possible, so that business organizations will not be under the necessity of undertaking a great deal of work, at largely increased expense, in order to comply with the requirements of the Finance Department."

DELIVERY IS PART OF TAXABLE BARGAIN

OTTAWA.—R. W. Breadner, Canadian Commissioner of Taxation, has made several important rulings regarding the application of the new taxes. For one thing, he points out that delivery constitutes the consummation of a bargain. That is, if an article was ordered a couple of weeks ago, and was delivered only this morning, the buyer would be responsible for the entire tax on the same.

Moreover, Mr. Breadner stated that the one per cent. tax which wholesalers must add to their invoices must be paid by the retailer to whom the goods are sold and not be absorbed by the wholesaler. That is, every wholesaler must show on his invoice and also collect the full price of his goods and the one per cent. tax.

Look to Canada as Source of Supply

Rapid Recovery of British Industry—Require Many Raw and Manufactured Products From Canada at Present Time—European Countries Already Exporting Supplies

THAT Great Britain will recover rapidly, and that she is already considerably recovered from the inaction, industrially, which has characterized the situation there for a long while, is the conviction of H. P. Goodman, of H. L. Goodman & Son, importers and exporters, London, England. To HARDWARE AND METAL Mr. Goodman expressed some interesting views on the situation over there, views which hold interest for Canadian manufacturers and jobbers in that Canada is being looked to as a source of supply for many products that are greatly needed at the present time. Mr. Goodman arrived from Great Britain a few days ago and is in quest of raw and manufactured hardware lines, which will find a ready sale in the Old Country.

Early Action Important

It is very important, according to Mr. Goodman, that manufacturers having raw materials or manufactured products to sell, offer them promptly. European countries are rapidly recovering from the stress and destruction wrought by the war. Already such countries as Belgium and France, and also Germany, have been shipping supplies into Great Britain, and, while oftimes such quantities are quite limited, as related to the demand, it is patent that these countries are making a strong bid for business connections that they expect will become permanent. Herein, therefore, rests the necessity of the Canadian producer and manufacturer getting in on the ground floor, for it is now, while the British buyer is urgently in need of commodities, that he will be impressed with the advantages possessed in goods that he receives. Later, when there will be "enough and to spare," buyers will have satisfied themselves with the sources from which they have bought, and it will be more difficult to pull business. The next few months will, indeed, work big for the man who gets in now on the ground floor.

Of course it is quite as difficult for one manufacturer to get supplies as for another. World-wide conditions are unique in that shortages are evident and exist everywhere. But the very fact that some European countries are even depriving their own markets of manufactured goods in order that old connections abroad may be revived or maintained, speaks a lesson in itself.

Some Lines in Demand

Asked as to what classes of goods were wanted in Great Britain, Mr. Goodman stated that, among hardware lines, various wire products stand out prominently as essentials at this time. Barbed wire, plain and plain twist galvanized wire, hardware specialties, cutlery, tools, axes, picks, plow and other bolts, nuts, etc., are wanted in immense quantities, and if available now will command good prices and quick sale.

There has been a real change in the attitude of the consumer, and modern electrical appliances, washing machines, cream separators, and many other manufactured goods are so much needed that there is, and will be for some time, no difficulty in disposing of almost any extensive quantities that can be sent forward. Even steel tubes, pipe and plumbing goods would be welcomed, and it is not so much a matter of price just now, Mr. Goodman states, as of delivery. Competition will, in time, be keener than it now is, but with all production costs higher everywhere Canada has a good opportunity of selling any and all of these lines.

Building materials such as Portland cement are much needed and will sell freely.

Canadians Can Buy

Either through established connections already made, or through the appointment of agents, Canadian firms will be able to procure, within a reasonably short time, products in England and on the Continent. This exchange of goods will come rapidly, and Mr. Goodman states that he has been informed that all outbound shipping is able to return to the Old Country with full cargoes. This has been gratifying, of course, to the shipping interests, but it is interesting as well as gratifying to note that export tonnage keeps pace with that of import tonnage.

England has had no end of difficulty in the matter of production owing to labor difficulties. At the same time, Mr. Goodman asserts that Great Britain's recovery to a normal, or a nearer normal basis, will be very rapid, much more rapid than is anticipated in some circles.

Not Warned But Equally Liable Nevertheless

Recent Conviction of Hardware Dealer for Neglecting Stamp on Stock Remedy Brings Out Interesting Point—Inland Revenue Officials Admit Hardware Trade Not Personally Warned as Were Other Trades, But Are Equally Liable—Requirements of War Tax Stamp Act Outlined Herewith

MENTION was made in May 8 issue of HARDWARE AND METAL of the conviction of a hardware dealer by an officer of the Inland Revenue Department for neglecting to affix a war tax stamp to a package of Dr. Hess's Stock Foods. It was claimed that the goods had never been in the store before and that a returned soldier clerk was ignorant of the fact that the law applied to such an article. It was further stated that the officer of the law admitted he had warned the drug and feed merchants but had not called on the hardware stores. The hardware dealer in question described the Government's method as Bolshevistic and asked that influence be brought to bear to have some more gentle way adopted of warning innocent offenders.

On taking the matter up with officials of the Inland Revenue Department, HARDWARE AND METAL was advised that the law does not consider it necessary to give any further warning than the widespread publication of details of the Act at the time of its enforcement. Added to this, it was pointed out that details of convictions are appearing in the press frequently for non-compliance with the War Tax Stamp Act, and that any dealer who reads the papers cannot help but become acquainted with what is required.

On asking the official if a personal warning was given to any branch of the trade concerning the lines on which it was necessary to affix stamps, he stated that a personal warning was given to drug and feed merchants concerning stock foods, but admitted the hardware trade had not been personally warned because handling of stock remedies was not as general with the hardware merchants as with the others who were warned.

"Then the hardware trade was not given as good a warning and yet is held equally responsible with the other branches of the trade?" asked HARDWARE AND METAL. The answer was in the affirmative, the reason being given that full enough publicity was given the matter when the Act was enforced.

In order to protect other hardware dealers who are ignorant of the law in such matters, the Act, as it applies to such lines as might be sold in the hardware store, is reproduced as follows:

Stamp Duties on Articles in Bottles and Packages

14. In this section and in the remaining sections of this Part, unless the context otherwise requires,—

(i) "consumer" means a person who uses a proprietary or patent medicine, either in serving his own wants or in producing therefrom any other articles in value; and "selling to a consumer" includes selling by retail;

(ii) "package" includes carton, packet, box, pot, cask of wood or other material, or other first receptacle or covering;

(iii) "proprietary or patent medicine" includes pills, powders, tinctures, troches, or lozenges, syrups, cordials, bitters, anodynes, tonics, plasters, liniments, salves, ointments, pastes, drops, waters (except mineral waters in the natural state or carbonized), essences, oils, and all other medicinal preparations or compositions bottled or packed ready for sale in respect of which the person making or preparing the same has or claims to have any formula or secret or occult art for the making or preparing thereof, or has or claims to have any exclusive right or title to such making or preparing, or which are prepared or made under any letters patent or which are designated by a trade mark, or which if prepared in accordance with any formula published or unpublished are recommended to the public by the makers, vendors or proprietors thereof as remedies or specifics for any disease or affection whatsoever affecting the human or animal body, but does not include any medicinal preparation or composition recognized by the British or the United States pharmacopœia or the French codex as officinal.

15. Every person selling to a consumer any bottle or package containing a proprietary or patent medicine, shall, at or before the time of sale affix to every such bottle or package an adhesive stamp of the requisite value as mentioned in the Schedule to this Part.

2. Every importer of a proprietary or patent medicine, who is a consumer, shall, while such articles after importation into Canada are in the custody of the proper customs officers, affix an adhesive stamp to the bottles or packages containing such articles of the requisite value as mentioned in the Schedule to this Part.

3. Every manufacturer or producer of a proprietary or patent medicine, who is a consumer, shall, under regulations made by the Minister, before using any such article in producing therefrom any other article of value, affix an adhesive stamp of the requisite value as mentioned in the Schedule to this Part to the bottle or package containing such article.

4. The person selling, the importer, and the manufacturer or producer whose duty it is to affix a stamp under this section, shall at the time the stamp is affixed cancel the same by writing on or across the stamp initials or other marks of identification, together with the date of such writing, or otherwise cancel the stamp in accordance with regulations made by the Minister.

17. Every person required by this Part to affix an adhesive stamp to a bottle or package containing a proprietary or patent medicine, who fails or neglects to affix an adhesive stamp as required by this Part shall incur a penalty not less than fifty dollars and not exceeding two hundred and fifty dollars.

18. Every person required by this Part to cancel a stamp affixed to a bottle or package in the manner prescribed by or under the provisions of this Part who fails or neglects so to do shall incur a penalty not less than fifty dollars and not exceeding two hundred and fifty dollars.

(a) A proprietary or patent medicine, the retail price for each bottle or package thereof being twenty-five cents or less, one cent; more than twenty-five cents—for each twenty-five cents and in addition for any fractional part of twenty-five cents, one cent.

General Notes in Reference to Stamp Duty

The retail price referred to in the above schedule is the actual amount of money exchanged in the sale of the article.

Retailers are required by the Act to affix stamps themselves. They may or may not add the amount of the stamp to the price of their goods, as this becomes a business proposition as between themselves and their customers.

Samples of articles given away without charge are not subject to the war tax, but the person distributing same must assume full responsibility of proof as respects the delivery of the samples under these conditions.

Stamps attached to packages, when the case permits, must be affixed in such a manner as to prevent the package being opened without breaking the stamp.

Stamps to be used on bottles and packages other than the foregoing, must be affixed thereto in such a manner as to prevent their removal without being destroyed, and must also be cancelled by lines or marks drawn across them or impressed thereon, preferably with indelible ink, in order to render such stamps incapable of being used again; exception being made in the case of bottles, containers or receptacles which are refilled from time to time; in such case the stamp is to be cancelled by the initials of the vendor and the date on which the stamp is so affixed. Packages on which stamps have been used must be destroyed as soon as emptied.

Penalties will be divided between informers or officers and the Crown.

Patent Medicines

Medicated soaps when advertised as such, become patent medicines under Subsection 4 of Section 14.

Extracts intended solely for culinary purposes are exempt from the war tax.

The fact that certain drugs mentioned in the Pharmacopœia enter into the composition of patent medicines does not exempt the patent medicine and the price of the patent medicine, irrespective of the cost of the ingredients, fixes the amount of stamp duty.

Condition powders, veterinary liniments, medicated stock foods, cough drops, talcum powders, animal poisons, camphorated chalk, styptic pencils, headache powders and wafers, carbolic salves, liquid rennet, eyebrow pencils, grease paints, green soap, Antikamnia tablets, are subject to the war tax.

Animal foods, unless medicated and advertised as such, are not subject to the tax.

Disinfecting fluids and powders, if used as remedies or specifics for any disease or affection affecting the human body, are subject to the war tax.

General

If a preparation recognized by the British or American Pharmacopœias or the French Codex, is sold under a special trade mark, or as the product of some special individual or firm, same is subject to the tax.

The only exception to this rule is when the label of such preparation gives the name under which same is actually recognized by the Pharmacopœias or the Codex, and further, gives the information that it is prepared in accordance with the formula of same given in the Pharmacopœias or the Codex.

All preparations recognized by the British or American Pharmacopœias and French Codex, are exempt from the provisions of The Special War Revenue Act, 1915.

Hereafter is a list of some of these preparations:—

Benzine
Borax (purified)
Linseed Oil
Rosin
Tar
Turpentine (Canada)
Vaseline

The following is a list of some preparations which are also exempt from the provisions of the Act:—

Bird Seed
Hoof Oil,
Louse Killers
Petrolatum
Petroleum Jelly
Water Glass

This Act came into force on the 15th April, 1915.

Unfair and Unwise Proposal for Increase of 300 to 500% to Meet Increased Costs of Less Than 100%

A DRASTIC increase in postal rates, amounting to 300% the first year, and 500% the second year, is proposed in the resolution of Hon. Martin Burrell to increase postal rates on second-class matter from ¼ cent per lb. to 1 cent per lb. in 1921, and 1½ cents per lb. in 1922.

The reason given for this terrific increase of 300 to 500 per cent., is that the railroads have been awarded a higher rate for carrying mail matter. *This increase, however, is less than* 100%. Salaries of postal officials have been increased. *These increases have been less than* 100%.

The Government may need increased revenue, but why inflict a 300 *to* 500% *increase* on second-class matter, when increased costs of salaries and transportation are less than 100%?

A similar percentage increase in first-class mail would increase the cost of minimum rate for letters from 3 cents to 12 cents in 1921 and 18 cents in 1922.

When the Government reduced the rate of postage some 20 years ago on second-class matter from ½ cent per lb. to ¼ cent per lb., and at the same time reduced the letter rate from 3 cents to 2 cents, the result was not a deficit, but a surplus, and the first surplus the Post Office Department had shown for years. These reductions in rate of postage were accompanied by increases in salaries to postal officials, and also by regulations which eliminated much unnecessary waste.

A low postal rate was granted on second-class matter to encourage establishment of Canadian newspapers and periodicals. Is it fair when publishers have invested large sums of money to suddenly reverse the policy and make a drastic increase in rates which will ruin many worthy publications, and cripple the service given by the majority which survive?

Every dollar added to the price of a magazine narrows the circle of readers, and the men who would fail to subscribe are the ones who need information most.

This drastic increase would place a crippling tax on the periodical press, which, next to the schools themselves, is the greatest educational power in the country.

It would seriously retard our development in agriculture, in trade, in manufacturing, in medicine, science and en-

gineering by restricting the spread of information essential to development in these lines. This retardation would result in a tremendous annual loss to the country — a loss far greater than the revenue which the proponents of this measure (erroneously, we believe) expect.

The Canadian publishers of magazines, religious and educational papers, farm papers, trade and technical papers are already working under handicaps not experienced in other lines of business. They are subject to what is equivalent to "dumping" on the part of American publishers of magazines. The very large production by American magazine publishers takes care of the overhead expenses so that each can quite easily provide for an additional 5,000 or 10,000 copies for the Canadian market at relatively small additional expense. This extra run for the Canadian market is dumped into Canada by freight or express absolutely duty free.

The Canadian publisher must provide for his overhead with a much smaller circulation and is subject to additional expense amounting to over 40% represented by the Customs Tariff on equipment and supplies used in the production of his magazine.

Canadian National Magazines circulate to a total of approximately 5,000,000 copies annually. As against this we have a total circulation in Canada of American weekly and monthly magazines of approximately 20,000,000 copies annually. Would it not be in the public interest instead of further penalizing Canadian magazine publishers to provide even greater encouragement such as would tend to promote a much larger circulation of distinctively Canadian periodicals?

Seven years ago Canadian publishers asked for an investigation of cost of carrying various classes of mail matter, but this has not taken place. We believe such an investigation would bring out many ways in which economies could be effected.

The public has always been keenly interested in educational matters. We believe they would object strenuously to any further percentage of increase than is justified by increased expenses. In no case is this higher than 100%.

The work of magazines, business and religious papers should not be crippled to make up deficits in other departments. They should not be penalized to the extent of 300 to 500%. The increase in postal rates on Canadian publications should not be more than 100% at this time, and it would be obviously unfair and demoralizing to enforce the proposed increase of 300 to 500%.

EDITORIAL COMMENT

TAX PROVISIONS AFFECT HARDWARE LINES

NEW tax impositions, as outlined by the Minister of Finance in the budget presented this week and given in detail elsewhere in this issue, have a very important effect upon many lines in the hardware trade. Excise taxes ranging from ten per cent. upward, are applied to a number of lines valued higher than a stipulated amount. In addition a sales or turnover tax of 1 per cent. is levied on manufacturers, importers and wholesalers. The retailer does not come in under this unless he is a direct importer.

The new legislation is so far-reaching that it is difficult yet to comprehend the full effect of the new taxes. As against the new impositions there has been an increase in the exemption for business profits tax of from 7 per cent. to ten per cent., in addition to which the 7½ per cent. war tax has been wiped out on all remaining articles which it affected. Opinions expressed by trade authorities are very divergent. Some are of the opinion that the consumer will pay the price without objection, while others fear the legislation is so radical as to seriously affect some branches of retail trade. If so, this would be more likely in some other trades than the hardware, as the lines which form the basis of the hardware business are not classed as luxuries and therefore will not bear the heavy excise taxation. The Minister of Finance has pointed out that tariff investigation is already under way and that public sittings will be held throughout Canada after prorogation. The new taxes affect a great number of hardware lines. While at first glance the number of hardware lines affected appears small in comparison with other lines, the fact must not be overlooked that the hardware classifications include a wide and varied range of goods, on which higher prices may, of necessity, be expected almost immediately.

NOTES ON THE BUDGET

SIR JOHN WILLISON and a few others believe, according to daily paper reports, that the buck should be passed to the retailers and that the latter should assume the duty of collecting all the taxes in addition to the other multitudinous duties which the retailers are performing at the present time.

* * *

THOSE WHO are urging that the retailer should collect all the taxes, must not overlook the fact that retailers and their salesmen are the men who have to face an angry public and stand the brunt of all the complaints of the public regarding Government taxation.

* * *

IT IS ALWAYS much more easy to condemn and criticize Government tax proposals than to suggest constructive alternatives. It is yet too early to approve or condemn the proposals of the Finance Minister. A great deal of explaining will be necessary before his proposals are fully understod.

* * *

HARDWARE jobbers in readjusting prices on certain lines of ammunition find, after allowing for excise tax, sales tax and reduction of 7½ per cent. customs war duties, that the net result on American ammunition is a price advance of about 2½ per cent.

* * *

WHAT WILL happen in a case of this kind? A retailer buys an article from a wholesaler at say $10. He may also buy this same article direct from the manufacturer at the same price. In the purchase from the manufacturer the sales or turnover tax would apply once, while in case of the purchase of the same article from the wholesaler, the sale or turnover tax would apply twice. Unless the retailer is considered as an importer when he purchases direct from a manufacturer, would he not in this case escape the 1 per cent. sales tax applied by the wholesaler? If direct purchasing from the manufacturer means a saving of 1 per cent. on sales tax, this feature will be a boon to department stores and mail order houses.

* * *

THE MANUFACTURER evidently collects the excise tax, plus 1 per cent. sales tax. The wholesaler collects 1 per cent. sales tax and the retailer collects the luxury tax.

THE DEMAND for counter check books for retailers will reach unprecedented proportions as a result of the new taxes. A wide range of hardware lines will be affected, and on which sales records will have to be kept.

* * *

HUNDREDS of retailers in Canada style themselves as wholesale, or as wholesale and retail firms. The new tax proposals call for a clear-cut distinction in order that the sales tax may be applied. It is possible that a great many firms may decide that they have not been wholesalers after all, except in their imagination.

* * *

THE INEVITABLE result of the new taxes means an immediate increase in the price of nearly all hardware commodities and it would appear at present that even those lines not listed as luxuries will be increased from 2 to 3 per cent.

AN INTERESTING FEATURE OF TURNOVER TAX

THERE are a great many phases of the new taxation plans which will have to be elucidated before their real effect can be determined. One of the most interesting of these is the fact that the addition of the 1 per cent. Turnover Tax by both the manufacturer and the jobber will really mean a total addition of a tax equalling two and a fraction per cent. This is arrived at as result of the jobber assuming a 1 per cent. tax from the manufacturer which is included in his cost and then adding his own profit before imposing the 1 per cent. Turnover Tax which he must charge. The final percentage being partly levied against profits, makes the total tax over the two per cent., which it would be if based on actual costs.

MANUFACTURERS' DIFFICULTIES

THE difficulties that are now being faced by many Canadian manufacturers are perhaps the most trying with which they have ever been confronted. The scarcity of many lines of iron and steel products, together with freight and express embargoes, inability to secure electric power, strikes and other labor troubles, etc., have created a most trying situation.

Dozens of cases may be cited to show just how some of the manufacturers are up against problems at the present time. One manufacturer, employing moulders, whose rate of pay is exceedingly high, employs his moulders at present simply to break up scrap, in order to hold them and prevent them from going elsewhere. In the meantime his customers are clamoring for goods.

Another manufacturer who secures certain parts of his product from the United States, and who has been in the habit of getting these small parts in lots of two and three hundred pounds by express, is confronted with an embargo on both express and freight at the shipping point in United States, and he therefore has to depend upon small lots which are being shipped through to him by parcel post. The result is that large quantities of his product are being held up through certain small parts which are missing and which at the present time can only be secured in small quantities, owing to the paralyzation of shipping facilities in United States.

Still another manufacturer who also makes a line sold to the hardware trade is short certain special springs which are made in the State of New Jersey. This manufacturer has despatched a motor truck from a Western Ontario city to a point in New Jersey for the purpose of securing a truck load of these springs and bringing them back to Canada. Another manufacturer of washing machines has sent a motor truck down to the State of Ohio in order to secure a truck load of motors, and thus enable him to finish up large numbers of washing machines which are complete, with the exception of the motors.

Still another manufacturer who imports a certain kind of lumber from the United States finds it necessary to ship his lumber from a point west of Chicago down to the Southern States and then back again to Canada. This, he claims, is the only way in which he can get around certain freight embargoes which exist in parts of the United States at the present time. These are only a few of the many difficulties which are confronting manufacturers at the present time, but they serve to show how badly business has been demoralized by iron and steel strikes, railway strikes and other transportation troubles. Just so long as these conditions continue to exist, the hardware trade is going to be faced with uncertainty so far as supplies of many lines are concerned.

EVENTS IN THE TRADE

Business Changes

Conquest, Sask.—G. A. Langtry, hardware merchant of Tessier, Sask., has purchased the stock of the estate of Mitchell & Co. Mr. Langtry will remain at this point, leaving Ernest Garvie in charge at Tessier.

Toronto. — Clark Metals, Ltd., manufacturers, are moving to Durham, Ont.

Fire Loss

Tyvan, Sask.—P. G. Davies, hardware, suffered recent loss by fire.

Incorporations

The Ryan Anti-Glare Light Co., Ltd., has been incorporated with a capital of one million dollars and head office in Toronto to manufacture metal, wooden and glass articles, including lamps and articles for the production of heat, light and power.

Toronto Electric Supply Co., Ltd., has been incorporated with head office in Toronto to manufacture electrical supplies.

Toronto Castings, Ltd., is incorporated in Ontario, with head office in Toronto. The purpose is to carry on the business of iron founders, makers of tools, castings, machinists, etc., and dealers in iron, steel and other metals in its various stages.

Dunlop Tire & Rubber Company to Build

Authorization has been given by the Toronto City Architect's Department for the erection of a $15,000 brick factory at the corner of Queen St. and Booth Ave. for the Dunlop Tire and Rubber Company.

New Steel Mill

One of the largest recent developments in the steel industry of Central Canada is the construction of the structural steel mill by the Algoma Steel Corporation at a cost of approximately $7,000,000. This work has already been commenced in Sault Ste. Marie, and it will be completed within the next twelve months, according to the company's plans.

Clean-Up Week in Twin Cities

Fort William.—This week is Clean-Up week in this city, the campaign being conducted along the same lines as in previous years.

Port Arthur.—From May 17–22 was Clean-Up week in this city. The co-operation of the citizens was secured in improving the city's appearance. Local dealers in both cities took advantage of the situation to encourage the sale of seasonable lines.

Rolling Mills President Dead

Montreal.—Thomas Esmond Peck, president of the Peck Rolling Mills, Ltd., died in Montreal at the Royal Victoria Hospital after an illness of two weeks.

The late Mr. Peck was only forty-one years of age, and was born in Montreal. Educated in England and at McGill, from which latter institution he left to join the Peck Rolling Mills, assuming the management on the death of his father, the late James A. Peck. The late Mr. Peck was a member of the Mount Royal, St. James, Royal Montreal Golf Club, and the Canada Club. A wife and seven children survive him.

Louis McLain Co. to Build

A permit has been issued by the Toronto City Architect's Department to the Louis McLain Manufacturing Company for the erection of a five-storey brick factory and warehouse, to cost $70,000, on Dundas Street West.

Forty Years' Service is Honored

Montreal. — A pleasant surprise was given D. J. Lockhart, secretary-treasurer and second vice-president of Gurney Massey Co., Ltd., Montreal, on the completion of forty years' continuous service with the company at Montreal. The expression of the office and warehouse staffs took the form of a presentation to Mr. Lockhart of a silver meat dish, made on behalf of the staffs by W. L. Helliwell, the Montreal manager.

An interesting feature of the function was that of the presence of a number of fellow-employees who have served with the company 30, 20, 22, 27 and 21 years, respectively, these being J. Pettigrew, Albert Bruker, C. R. Black, A. W. Fairbairn and W. L. Helliwell.

Nearly a Million Dollars of Workingmen's Homes

London, Ont. — The London Housing Commission has loaned to the workers of this city for homes, since it took over its duties, the sum of $125,820. The commission has decided to ask for an additional loan of $400,000, making the total sum available for the providing of homes for workingmen $900,000. Loans from the $400,000 asked will run to home-seekers, between six and seven per cent. Loans made from the first sum secured $500,000 have been made to the people at five per cent. Work is being rushed on many houses, some of which will sell for as high as $5,000.

No Improvement in Nail Situation

Montreal.—If the difficulty in procuring necessary supplies of wire nails was manifest a month ago it is more manifest and more acute to-day than ever. As HARDWARE AND METAL has pointed out from time to time, the advance of the building season would doubtless bring forth a more active demand for nails, and this is just what has developed. With the mills unable to cope with the excessive demands of the trade it has been difficult to maintain stocks of adequate proportion. Particularly with the regular board sizes of standard wire nails has there been difficulty in securing requisite tonnage.

Opens Toronto Office for Jones & Shipman

T. E. Hewitt, representing Messrs. Jones & Shipman, Leicester, England, has within the past few weeks opened offices at 163 King Street East, Toronto. His principals are manufacturers of drills, engineering tools, drop-forged tool holders, etc., and being in position to make deliveries are endeavoring to link up with Canadian connections.

Mr. Hewitt left England nearly two months ago. He informed HARDWARE AND METAL that at that time the industry was recovering from the prolonged foundrymen's strike, and that prospects were good as far as the labor outlook was concerned. Speaking of manufacturing conditions in general, Mr. Hewitt state that raw materials were in fairly good supply and that the industry was very busy, many plants having their output booked up for a year in advance. For this reason it was difficult for a number of English manufacturers to attempt to compete for foreign trade unless they gave preference to export business in order to get their share of it.

Mitchell Half-Holiday

MITCHELL, Ont.—Local merchants are to have a half-holiday on Wednesday afternoon from May 19 to September 15.

Consolidation of Stanley Companies

The Stanley Works Buys the Stanley Rule & Level Co., New Britain, Conn.—Two Companies Have Grown Alongside Each Other for Seventy Years

IT was reported in the March 20 issue of HARDWARE AND METAL that the directors of The Stanley Works and the Stanley Rule & Level Company, New Britain, Conn., were submitting a proposition to their stockholders with a view to the purchase of the latter company by the former. Both concerns are well established organizations and the new development is therefore of interest. It is announced that the two businesses will be carried on under separate names as heretofore.

The Stanley Works was founded in 1843 by F. T. Stanley and incorporated as a joint stock company, under the present corporate name, in 1852. The Stanley Rule & Level Company was incorporated under that name in 1858, being a combination of the firms of Hall & Knapp and of A. Stanley & Co., which had been incorporated some years previous.

The present consolidation unites the manufacturing interests of the two Stanley Companies that have grown side by side for almost seventy years, each developing its separate line of products for the hardware trade. During that period there have been many common interests. During the earlier years, the same salesmen frequently represented both companies, and in some foreign fields such arrangements still exist.

The Stanley Works will now own and operate some twelve different plants and properties. In connection with these are operated open hearth steel works, hot and cool rolling mills, foundries, timber lands and saw mills for furnishing much of the raw material used. The principal factories for the production of the finished product, and the main offices of the Company, are in New Britain, Conn., but there are other factories located at Niles, Ohio; Newark, New Jersey; Bridgewater, Massachusetts; South Shaftesbury, Vermont; Bridgeport, Connecticut; Plantsville, Connecticut; in Canada, at Hamilton, Ontario and Roxton Pond, Quebec, and at Kobe, Japan.

U. S. Railways Again Controlled by Government

War-time regulations, governing the operation of all the railroads of the United States have again been put into effect.

The nation-wide car shortage, resulting in a threatening situation, even to the extent of transportation of food and fuel, has made centralization of railway management, under Government control, a vital and immediate necessity.

Under the new railway law, the Interstate Commerce Commission will put into effect the following extreme control measures made necessary by the car shortage and requested by the railroads themselves in a petition.

Priorities on shipment of necessities.

Export embargoes to conserve food and fuel.

Diversion of traffic wherever necessary.

Joint use of terminals and interchange of equipment.

No Daylight Saving in Brampton

BRAMPTON.—Daylight saving received a final knockout at the last meeting of the Town Council, when a petition with more than 700 names on it, including a large percentage of the merchants, was presented. A former petition favoring it had been submitted at the last Council meeting, and Mr. Davidson of the Pease Foundry was present to support it. In committee the Council passed the motion that daylight saving be not adopted.

N.H.A. Discusses Business Outlook

At the recent meeting in Atlantic City of the National Hardware Association of the United States, President R. H. Treman addressed the gathering on the Outlook for Business.

"The world to-day is facing the most difficult financial and economic situation in history. There is constant revolt against high prices, and yet prices continue to rise at the rate of 26% increase in commodity prices from April 1st, 1919, to April 1st, 1920. This is due fundamentally to there being too much credit and money and too few goods," said Mr. Treman.

"It is evident that this country cannot go on boosting wages and prices, curtailing production, attempting to enrich ourselves by non-productive speculation, without fostering further discontent and radicalism, as well as bringing on a crisis sooner or later."

Purchasing Agents to Go to Chicago

The Purchasing Agents' Association, of Toronto, held their regular monthly meeting at the King Edward Hotel, presided over by Mr. J. I. Nicholson. Mr. H. A. Harrington, fuel controller, spoke on the fuel situation.

Dominion Steel Corp. Output Increased

"The Canadian steel industry is reaping much benefit from increased British demand for rods, billets and wire products and from United States demand for wire nails and light rails," says the Daily Metal Reporter. "During January-March period, Dominion Steel Corporation produced 50,482 tons of pig iron, against 20,476 in October-December, 1919; 60,274 tons of ingots, against 34,761 and 10,029 tons of rods against 1,105."

Detachable Broom Handle

At first thought the broom handle seems inconsequential. Isolated and individually, it is. Multiply it by millions, which probably approximates the number of brooms sold yearly, and you have something quite different.

The detachable broom handle is a brand new idea. At the present time there is a factory in Vermont devoted exclusively to manufacturing brooms with this type of handle. The handle is of wood fitted into an oxywelded metal holder that clamps easily on to the brush of the broom. The metal part is light but very strong, being securely welded by the oxy-acetylene process, which not only makes it rigid but allows the entire piece to be neatly finished.

Fear Another Steel Strike on June 1

"With the railroad tie-up still an extremely serious drag on the iron and steel industry, there are reports in circulation that the American Federation of Labor organizers have decided to stop such activity as still exists by calling strikes at all of the iron and steel plants of the country. The steel trade has the report that the call will be made effective June 1," says the Daily Metal Reporter.

"It has been known that the union organizers have been very busy in all important iron and steel manufacturing centres, and there are reports that their efforts during the past few months have brought in large numbers of recruits in the Pittsburgh, Youngstown and Cleveland districts, in spite of the utter failure of the recent steel strike. Whether the unionization movement has gone far enough to result in a stoppage of operations at all the big plants whenever union leaders say the word is debatable. Developments will be watched with the greatest interest.

"In a recent talk at the Socialist convention, W. Z. Foster, who led the steel strike, is reported to have said that the union organizers were working to the end of calling out the coal miners, steel workers and railroad men all at the same time, when 'the time was ripe.' If that is to be the program, it appears doubtful if the call will come as soon as June 1."

Newsy Notes From Here and There

Moncton, N. B.—Building operations here, which have been virtually at a standstill for the last week or ten days, owing to the strike of the builders' trades, has again been resumed, a satisfactory working agreement having been reached.

* * *

Montreal.—Lewis Bros., Ltd., have secured two additional salesmen for Ontario territory. N. D. Grantley of Toronto, and Stanley Coon of Peterboro will both cover Ontario territory, giving exclusive atention to the sale of auto accessories. R. C. Lewis, sales manager T. S. Simms & Co., Ltd., St. John, N. B., was in Montreal this week.

* * *

Montreal.—George C. Fletcher, of the linseed oil department Sherwin-Williams Co., of Canada, Ltd., was in New York this week. O. Pepin, of the travelling staff of Starke-Seybold, Ltd., Montreal, has been confined to the house through pneumonia. Mr. Sargent of Canadian Hart Wheels, Limited, Hamilton, was in Montreal this week.

Bradford, Ont.—H. F. S. Gardner, merchant, Bradford, Ont., made a business trip to Toronto this week.

Toronto.—E. T. Dean, president of Stuart & Wood, Ltd., wholesale paints, etc., is visiting Buffalo, N. Y., and parts of Niagara Peninsula on a special business trip for his firm.

* * *

Winnipeg.—G. F. Stephens, of G. F. Stephens & Co., Ltd., paint and varnish makers, has returned to Winnipeg from a six months' visit to Victoria, B.C.

* * *

Toronto. — Adam Taylor, secretary-treasurer of Taylor, Forbes & Co., Ltd., Guelph, Ont., was in Toronto this week on business.

* * *

Toronto. — A. Kirkpatrick, hardware merchant of Lefroy, Ont., made a business trip to Toronto this week.

Stoves Active, But Material Scarce

No Promise of Better Raw Material Outlook—Those With Orders Placed Likely to Get More Stock Than Those Deferring Orders to Later Date

IN DISCUSSING the stove situation and the outlook, as it obtains at present, with W. L. Helliwell, Montreal manager of the Gurney-Massey Company, Ltd., HARDWARE AND METAL was informed that the demands have been good, the buying quite heavy, and the tendencies strong. "People have been buying the better grade of stoves and ranges," said Mr. Helliwell. "In fact the ranges selling at $100, and over, wholesale, have been the most active. It has been difficult to keep the higher grade stoves in stock."

The demand has been heavy, in certain districts, for gas stoves. These, as a matter of fact, cannot be made fast enough to meet the requirements of the trade, and difficulties of obtaining raw materials have hampered deliveries. This situation is the most difficult, in some respects, that the manufacturer has to face. It is very hard to know, for any length of time ahead, just what conditions may arise. There is not the slightest chance, in Mr. Helliwell's opinion, of prices being lower or of stocks being greatly augmented. It is those who have already covered themselves on stoves who will secure delivery.

Hardware Men in New Organization

Western Canada Colonization Association Formed to Enlarge Canadian Production and Expand Export Trade.

HAVING as its specific purpose the peopling of some twenty million acres of vacant land in the three Prairie provinces, with the ultimate object of greatly enlarging food production and expanding Canada's export trade, an organization comprising leading business and financial men in Eastern and Western Canada has been formed, and shortly will commence the raising of a fund of $1,500,000 to finance its operations.

The new body is known as "The Western Canada Colonization Association," and its intention is to erect an extensive organization, not only for the purpose of attracting a large immigration to the farm districts of the West, but also to see that these settlers are afforded every opportunity and assistance in establishing themselves after they arrive. It is planned to have representatives in every Western community to assist in carrying out the scheme.

Lighten Burden of Taxation

It is expected that the chief results will be that Canada's population will be vastly expanded with a consequent lightening of the per capita burden of taxation, that the development of this country's natural resources will be aided materially, and that there will be a notable expansion of the domestic market for Canadian manufacturers and an increase in the passenger and freight traffic on the Canadian National Railways, which eventually will convert

Continued on page 70

ASBESTOS PRODUCTION IN CANADA

Mr. Frank Merricks, in his presidential address before the Institution of Mining and Metallurgy in London, England, referring to the mineral resources of the British Empire, said that at present Canada is the chief asbestos-producing country of the world, and all that is needed to enable her to retain her premier position is a continuance of efforts directed towards cheapening the cost of recovering the asbestos by improved methods of mechanical concentration and an adequate supply of labor. A few years since a Royal Commission reported that with adequate labor and supplies of material, 150,000 tons of asbestos might be produced annually from the Canadian deposits. This figure was nearly reached in 1918, the output for that year being 141,462 tons. The centres of production of Canadian asbestos are all in the Eastern townships of Quebec Province—at Black Lake, Thetford, Robertsonville, Danville, and East Broughton. Although Canada is the largest asbestos producer in the world, she does not even yet manufacture all the asbestos goods required for her own market. Local asbestos manufacturing industries are, however, growing, and will soon be equal to supplying the whole of the Dominion's requirements.

AVERAGE CROP EXPECTED

London, Ont. — According to W. R. Yendell, a prominent local business man, who has just returned from the Canadian West, an average crop is expected by the farmers there this year. The season is a late one, but the farmers say the added moisture in the ground will more than make up for the time last in seeding. Money is not appreciably tight, Mr. Yendall says, and collections are good.

LEGGE STEPHENSON FUEL OIL BURNING SYSTEMS

Legge, Stephenson Fuel Oil Burning Systems, 123 Bay St., Toronto, have issued a very attractive and instructive circular on their fuel oil burner.

The circular describes the burner invented by W. H. Legge, and deals with method of burning oil, parts of the burner, the setting-up of the burners, carbonization, odors, water in the oil, cost of burner, the advantages of the housewife, and also covers crude oil as a fuel. The circular also shows a cut of the burner in operating, as well as another cut for illustration purposes. Readers of HARDWARE AND METAL may have a copy of this circular on request from the above-named firm.

Hardware Letter Box

One-Minute Washing Machine

J. H. Slater, Esq., Ridgetown, Ont.—Could you give us the name of the manufacturers of the One-Minute Washing Machine?

The One-Minute Mfg. Company, 74 Logan Ave., Toronto.—Ed.

Dustless Brush Agents

W. B. Ritchie & Son, Havelock, Ont.—Could you give us the names of the Canadian agents for the Milwaukee Dustless Brush?

The following are Canadian Agents: M. N. Dafoe, 29 Colborne St., Toronto, Ont.; Furnishers Limited, St. John, N. B.; Cameron & Fleming, Winnipeg, Man.—Ed.

Repairs for Fansteel Electric Iron

The Zavitz Hardware Company, Wallaceburg, Ont.—Could you tell us where to procure parts for the Fansteel Electric Irons?

Parts for the Fansteel Electric Iron may be procured from Phanstiehl Company, North Chicago, Ill.—Ed.

Little Hummer Bicycle

Henri Jalbert, Esq., Chicoutimi, Que.—Could you give us the name of the agent in Canada of the Little Hummer Bicycle?

T. B. Laycock, Son & Company, Indianapolis, Ind., informs us that there is no Canadian agent at present in Canada for the Little Hummer Bicycle.—Ed.

Pressed and Malleable D Tops

The Erie Basket Co., Leamington, Ont.—Could you give us names of manufacturers of pressed steel and malleable D tops for fork and shovel handles?

Pressed steel D tops can be procured from the Canadian Shovel and Tool Co., Ltd., Hamilton, Ont. The malleable tops could be procured from the Ontario Malleable Iron Co., Oshawa, Ont., and Messrs. Pratt and Letchworth Co., Brantford, Ont.—Ed.

Iron Pipe Stop Cocks

J. L. Demers Esq., Thedford Mines, Que.—Kindly advise where we could procure names of manufacturers of iron pipe stop cocks.

These can be procured from the following: H. Mueller Mfg. Co., Ltd., Sarnia, Ont.; James Morrison Brass Mfg. Co., Toronto, Ont; Galt Brass Company, Ltd., Galt, Ont.; Joseph Breeden & Co., Ltd., Birmingham, Eng.; Canadian Brass Co., Ltd., Galt, Ont; Canadian Wolverine Co., Ltd., Chatham, Ont.; C. A. Dunham Co., Ltd., Toronto; Empire Company, London and Toronto, Ont.; G. & W. G. Gummer, Ltd., Rotherdame, Eng.; Kerr Engine Co., Ltd., Walkerville, Ont.; United Brassfounders & Engineers, Ltd., Cornbrook, Manchester, England; Wallaceburg Brass & Iron Mfg. Co., Wallaceburg, Ont.—Ed.

Buckeye Incubator

Cochrane Hardware Co., Ltd., Copper Cliff, Ont.—Please advise us of the name of the manufacture of the Buckeye Incubator.

Their address is The Buckeye Incubator Company, Springfield, Ohio.—Ed.

Who Buys Hardware Stock?

Jos. Hodgins & Son, Lucan, Ont.—Kindly advise us as to the names of sales companies who buy and sell hardware stocks.

Following are the names of the sales companies: The T. K. Kelly Sales Company, Minneapolis, Minn.; The Flick Sales Company, Minneapolis, Minn.—Ed.

Fire Sprinkler Systems

H. H. Dryden, Truro, N. S.—Can you give me names of manufacturers of fire sprinkler systems?

The following are manufacturers of fire sprinkler systems: Automatic Sprinkler Co. of Canada, 212 C. P. R. Bldg., Toronto; Bennett Wright Co., 72 Queen St. E., Toronto; Canadian General Fire Extinguisher Co., Providence R. I.; The Garth Co., Craig St., Montreal, Que.; General Fire Equipment Co., Toronto; Grinnell Automatic Sprinkler Co., Ltd., Toronto; Purdy Mansell Limited, Toronto, Ont.; Rock Wood Sprinkler Co. of Canada, Limited, Montreal.—Ed.

Putz Promade Metal Polish

Cochrane Hardware, Limited, Copper Cliff, Ont.—Can you tell us who sells Putz Promade Metal Polish in Canada?

The following is a list of jobbers who sell Putz Promade Metal Polish in Canada: Rice Lewis & Sons, Limited, Toronto; H. S. Howland, Son Co., Toronto; J. H. Ashdown Hardware Co., Ltd., Winnipeg; Merrick-Anderson Co., Ltd., Winnipeg; Marshall-Wells Co., Ltd., Winnipeg; Wood-Vallance, Ltd., Winnipeg; Whites Limited, Collingwood, Ont.; Wood, Alexander and James, Hamilton, Ont.; Lewis Bros., Ltd., Montreal; Caverhill, Learmont & Co., Montreal; Frothingham & Workman, Montreal.—Ed.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

990. **Hardware.** — A Manchester correspondent desires to get into touch with Canadian manufacturers of hardware.

991. **Hardware and furniture.**—Glasgow firm is prepared to handle Canadian-made hardware and furniture.

992. **Hardware and hemp and jute products.**—Irish correspondent asks for names of Canadian manufacturers of hardware of every description, rope, twine, jute wrappers for bacon, etc., for which he states there is a large market in Ireland.

993. **White lead and red lead.** — Long-established Scotch firm want to get in touch with actual "corroders" of dry white lead, and also producers of genuine red lead.

995. **Matches.**—A firm in the English Midlands are desirous of hearing from Canadian manufacturers of matches who can fill orders.

996. **Porcelain insulators.**—A company in the North of England ask for the address of Canadian manufacturers of porcelain insulators for use in electrical gear.

999. **Liquid rosin.**—A Manchester firm are open to purchase in large quantities a by-product of sulphite paper mills known as liquid rosin, saponifiable matter as high as possible (about 96) and sulphur lowest possible; water (H.20) should not exceed 1 per cent. Sample should accompany c.i.f. Manchester or Liverpool prices.

Catalogues and Booklets

H. F. BAILEY & SON

"One in every three minutes" is the record for milking cows with the use of the Hinman Milker, as claimed by H. F. Bailey & Son, Galt, Ont., in a booklet just issued. Many clear-cut illustrations show the operation of the milker, indicating its effect upon the animal as compared with the process of the human hand. Complete data as to specifications are given. A number of letters are also reproduced by users of Hinman machines telling of their experiences.

WARREN TOOL AND FORGE CO.

The Warren Tool and Forge Company, Warren, Ohio, have issued Catalog No. 3, containing illustrations and complete data concerning each tool manufactured. In order to avoid confusion use is made of the standard of pounds, feet and inches, and transposition tables are provided for converting specifications into the metric system. The introductory page shows views of the various operations in the plant, this being followed by the index to contents. Forty pages are devoted to a full description of each tool with specifications and illustrations.

F. R. MURRAY CO., LTD.

The F. R. Murray Co., Limited, 365 Water St., Vancouver, B.C., have issued a very attractive and well-illustrated catalogue on the Viko aluminum ware. The first few pages are devoted to the demonstration of how the different utensils are made, and clearly describes and illustrates the theory of certain shapes, forms and other special construction of this ware.

The catalogue also contains a complete line of coffee percolators, coffee pots, tea pots, double boilers, combination tea kettles, also tea kettles, casseroles, sauce pans, preserving kettles, combination strainers, and cookers, bake dishes, double boilers, double roasters, omelet pans, frying pans, griddles, dish pans, bread pans, mixing bowls, drip pans, muffin pans, cake turner, milk skimmers, strainer ladles, coffee and tea balls, measuring spoons, graters, measuring cups, egg cups, and many other articles of household use. Readers of HARDWARE AND METAL may have a copy by writing to the above-named firm.

These two pages will give the B-H agent some idea of the extensive publicity we give to all the B-H products.

In every town where we have an agent there appear in the local newspaper, advertisements such as are suggested here.

All very attractively displayed and imprinted with the name and address of the B-H agent—all drawing attention to his store where B-H products can be obtained and where may also be found a suitable product for every requirement in which a brush is used.

Write us for our Agency Proposition

If interested, tear out this page and keep with letters to be answered.

B-H Advertising Campaign

If interested, tear out this page and keep with letters to be answered.

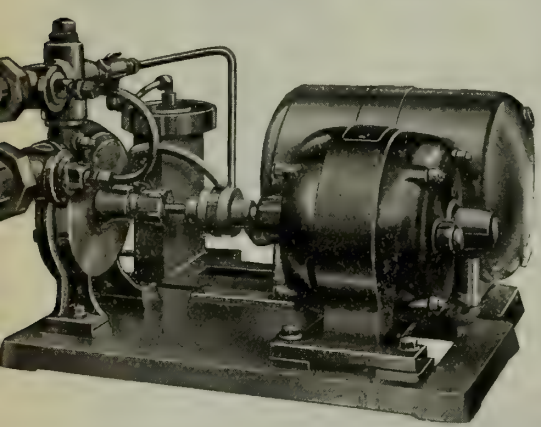
NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

Tankless Water System

The Weston Pumps, Ltd., 707 George street, Toronto, announce they have the Canadian manufacturing and selling rights for a new water system, which will be known as the "Westco Tankless Water System," and which they state is a direct automatic pumping system, which does away with the necessity of a tank. One of the features claimed for the pump is the small number of parts. The manufacturers state their pump has only one moving part, which eliminates wear with the possible exception of two small bearings, which they state could be quickly replaced.

The manufacturers describe the system as follows: The entire eystem consists of an automatic electric control switch, a compression chamber, the necessary fittings and connections and the outfit as illustrated. It has one moving part, which is the impeller, or wheel containing a certain determined number of blades on each side of its outer rim.



TANKLESS WATER SYSTEM

Rotating at high velocity in a water channel, cast in the pump case, the water is drawn by powerful suction from the source of supply and discharged against pressure to the outlet.

Westco water systems can be run off from light plants, as well as regular central station current.

To install, pipe from pump to well, cistern, or other source of supply, and from pump direct to service line leading to plumbing. Then wire to the motor and your installation is complete. Open the faucet—the motor starts, and a full flow of fresh water is delivered under pressure. Capacity, 300 to 500 gallons an hour. Close faucet and pump stops.

The ¼ horsepower motor is sufficient for the usual fixtures—laundry, kitchen and bathroom—where the average use of water during any hour does not exceed 200 gallons. For sprinkling and other outside continuous or high pressure service, a ½ horsepower motor could be furnished, it is stated.

The Perfection Cooker Corp.

The Perfection Cooker Corp., 1420 Capitol Avenue, Omaha, Neb., are manufacturing a new kitchen utensil which, they state, operates on a new principle, the theory being that the steam, not being allowed to escape, would form a heavy pressure and the pressure would raise the temperature and shorten the time for cooking. This, the manufacturers claim their new cooker will do, and give their description of the new cooker as follows:

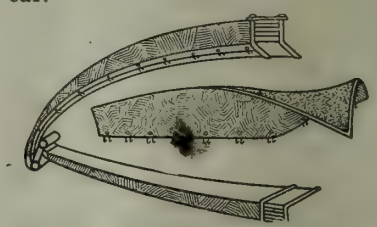
The cooker is in the form of a heavy aluminum kettle with a specially fitted cover which clamps on tightly to prevent the escape of steam, making it possible to attain a pressure of twenty pounds per square inch and in operation attains 276 degrees of heat.

They also state that with attachments, etc., several articles may be cooked at one time, and that owing to the construction not allowing the steam to escape that all the flavor and juices remain in the vessel rather than evaporating with the steam. The retaining of the moisture also eliminates the possibility of boiling over or boiling dry.

They also claim it needs little attention, cooks in less time, is more economical on fuel, saving all the steam distilled water and flavor, using such condensation over and over to enrich the food, and will not condense lime, alkali, or other minerals found in the water. Without spider frame and ball it cooks in the ordinary way. With grates inside and cover on it will steam cook the food as done by the regular steamer method. When closed steam tight with spider and ball, the makers say, it will cook many things in a shorter time that the older method.

Lubricating Spring Cover

The Woodworth Manufacturing Corporation, Niagara Falls, N. Y., are offering to the Canadian trade a new lubricating spring cover. The manufacturers claim that the new spring cover is made in two grades, genuine and imitation leather, and is fastened by means of small hooks, the cover being lined with heavy felt wicking capable of absorbing and retaining a sufficient quantity of oil to insure lubrication of the springs for a period of from one to two years without further oiling, the outer covering being impervious to oil and water. The cover when adjusted presents a neat appearance, having no projections which tend to detract from the appearance of the car.



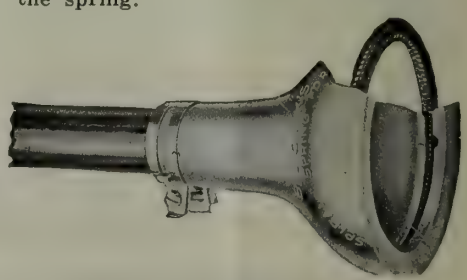
LUBRICATING SPRING COVER

They also state that the felt lining insures an even distribution of oil throughout the length of the springs, while the outer covering keeps out moisture, dust and dirt and keeps in the oil.

Another feature pointed out by the makers is that the accessory is made with the object of insuring the maximum amount of resilience in the springs so as to add to comfort of passengers as well as to increase the life of the tires and machinery.

Spiral Spring Force Cup

American Spring Force Cup Mfg. Co., 127 N. Dearborn St., Chicago, Ill., are offering to the trade their spiral spring force cup. In describing their new article the manufacturers say that it is made of a good grade of rubber and has a sherardized spring and clamp, making it rust-proof. It is furnished with a 36-inch mahogany wood handle which is recessed where the clamp fastens in order to hold the clamp fast to the handle. Another feature, the makers point out, is the spiral spring, which keeps the rubber in shape, and the manufacturers claim that even should the rubber deteriorate from being in stock for a long time that the spring will preserve the shape of the cup and maintain its efficiency. The ordinary four-inch force cup they state has a force of about 22 pounds, while the 4 inch spiral spring force cup has a force of about 58 pounds. The difference claimed is due to the reinforcement of the spring.



SPIRAL SPRING FORCE CUP

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

IN addition to important price changes which have been made this week, an important ruling has become effective in the way of a business Turnover Tax. This will have a vital bearing on all commodity prices and affects all phases of the hardware trade. The new legislation is so far-reaching that it is difficult as yet to comprehend the full effect of the new taxation and opinions expressed by the trade authorities are very divergent. The imposing of a luxury tax will also affect many hardware lines and whether it will have influence on reducing sales remains to be seen.

Solder and lead have declined in price several points this week. Spelter and tin are also lower. Quotations on other lines, however, are very firm and many higher prices have been made, some of which are, as follows: Lawn rakes, cotter pins, sleigh and team bells, screen doors and windows, wrenches, barrel bolts, brass wire, plow and clothes lines, jack screws, saws, iron handles, range boilers, sash weights, pump leathers, paste, lampblack, axle pulleys, oiled and annealed wire, curry combs, cistern pumps, post hole augers, chicken food, children's wagons and sleighs, lath hatchets, gasoline, egg beaters, cap and set screws, nuts, wire rope thimbles, steel belt lacing, nail pullers, sash weights, clothes pins, axes and fuel oil.

The freight embargo on the United States railroads continues to hamper industries and is the cause of many shortages. Jobbers state that in spite of these prevailing shortages the volume of business is very satisfactory and on some lines buyers are getting in their fall stock.

Money continues to circulate freely and collections are very satisfactory.

MONTREAL MARKETS

MONTREAL, May 20—Great interest has been manifest by the trade, generally, in the budget. This has occupied the attention of all classes of business men and it has been difficult to obtain expressions at this early date as to the effects on business likely to develop, and the influence of the new taxes on prices of various commodities. Naturally, it is a vital question of great moment, and it is expected that the citizens, generally, will accept the proposals with a feeling that debts must be liquidated, and in such ways, and by such means as are necessary. In the long run, of course, the consumer will have to shoulder the burden.

Price changes have been quite numerous again. The situation on wire products has developed into a more or less serious stage and raw material is particularly scarce. One jobber states that there will be no guarantee on nail "extras." Nails, too, are extremely scarce, as are other wire products. Baling wire is higher in price. Wire clothes lines are marked up again and wire egg beaters, too, are advanced. Cap and set screws, nuts, wire rope thimbles, steel belt lacing are all higher. Patent nail pullers are in the limelight this week with a new advance. Sash weights have been revised upward. Clothes pins are higher again. Wire lawn rakes and brush hooks join the advance list this week. Chopping and other axes are advanced one dollar per dozen. Curry comb discounts have been changed again, this being an advance. Fuel oil is higher in price. Steel sheets are almost unobtainable. Lead pipe, sheet lead and solders are lower in price.

Wire Products Acute; Some Higher Prices

Montreal.

WIRE.—Prices on various kinds of wire have been changing of late in jobbing circles, and the condition of the market is very unsettled. Not only so but jobbers decline to guarantee prices for any length of time as changes may come without notice from the producer. Cutlery wire is now selling as follows: No. 9, 100 lbs., $6.75; No. 10, $6.85; No. 11, $6.90; No. 12, $7; No. 13, $7.10; No. 13½, $7.15; No. 14, $7.30; No. 15, $7.45; No. 16, $7.60. Hay baling wire is selling as follows: No. 13, ar lot, per 100 lbs., $5.80; No. 14, $5.90; No. 15, $6. For less than car lot prices are as follows: No. 13, $5.90; No. 14, $6; No. 15, $6.10. Single loop bale ties are priced as follows: No. 12, $6.80 for 100 lbs.; No. 13, $6.90; No. 13½, $7; No. 14, $7.05; No. 15, $7.20; No. 16, $7.40. An extra of 15 cents per cwt. is now being charged for annealing. This is a new policy.

Clothes Lines of Wire Make Higher

Montreal.

WIRE CLOTHES LINES.—New high prices are effective for wire clothes lines in coils. The present jobbing prices are quoted: No. 18 by 50 feet, per dozen coil, $4.50; 100 feet, $8.25; 1,000 feet, $82.50. No. 19 by 50 feet, per dozen coils, $4.10; 100 feet, $7.20; 1,000 feet, $72.

Wire Egg Beaters Join With Advances

Montreal.

EGG-BEATERS. — An advance has been made for Dover egg-beaters. No. 2 are now selling at a price of $3 per doz.; No. 30, $5.40, and Dover patterns No. 60, $2.60 per dozen.

Higher Cap and Set Screws; Discounts Up

Montreal

CAP AND SET SCREWS.—New dis-

counts have been named on cap screws and these are selling now at 15 per cent. from the list. Set screws are selling at 20 per cent. from the list.

Iron Nut Costs Are Now Increased

Montreal.

NUTS.—Higher prices are effective for ordinary nuts, and the following discounts apply: Up to 1 inch, discount 15 per cent.; 1 inch to 1½ inch, 10 per cent.; 1½ to 2 inch, list plus 10 per cent.

Wire Rope Thimbles Advanced This Week

Montreal.

ROPE THIMBLES.—Higher prices are being charged for wire rope thimbles and the net prices for 100 are as follows: ¼ inch, $5.50; 5-16, $6.50; ⅜, $8; ½, $10; ⅝, $16; ¾, $18; ⅞, $25; 1 inch, $32.

Steel Belt Lacing Is Costing More

Montreal.

BELT LACING.—Through a change of price, "Star" belt lacing is now selling at $1.10 per 100 feet.

Patent Nail Pullers Reach Higher Levels

Montreal.

NAIL PULLERS.—"Sure Grit" nail pullers have reached a new high basis. The present selling price of these per dozen is $24.

Another New Price Makes Weights Higher

Montreal.

SASH WEIGHTS.—Higher prices are again effective for sash weights, although the last change was made only two or three weeks ago. Sectional are now selling on a basis of $6.50 per 100 lbs., and solid at $5.50.

Both Varieties Clothes Pins Costing More Now

Montreal.

CLOTHES PINS.—Higher prices are in effect for clothes pins of both common and patent manufacture. The common are quoted in 5-gross boxes at $2 a box, and the "spring" in boxes of 2 gross, $1.70 per box.

Wire Lawn Rakes, Brush Hooks Higher

Montreal.

RAKES AND HOOKS.—Advances are registered this week for wire lawn rakes. The new list is $29.50 per dozen on 20-tooth and $31.50 on 24-tooth. Discount to the trade is 50 per cent. and 10 per cent. Brush hooks are priced at $19 per dozen, net.

Axes Various Kinds Are Again Advanced

Montreal.

AXES.—An advance of $1 per dozen has been made on chopping axes. This applies to the various grades and makes of single bit pattern. Other advances for other axes will doubtless follow. Boys', hunters', ice and joiners' axes have been advanced to a similar extent. Tomahawks and sportsmen's axes are advanced in like manner.

Steel Curry-combs Are Again Advanced

Montreal.

CURRY-COMBS.—A discount of 30 per cent. from the list is now effective on curry-combs, this being the second or third change within a few weeks. The reason for the higher prices, naturally, is the condition of the steel market.

No Definite Change For Old Materials

Montreal.

OLD MATERIALS. — Markets and marketing conditions are much as they were last week. Buyers are ready to purchase quantities of old scrap from the country dealers and at fair prices. There is a tendency to softening prices on some commodities, and in general there is a demand of quite ample proportions from the large manufacturers.

Automobile tires	0 03½	0 04
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 08	0 09
Scrap zinc	....	0 08
Lead, heavy	....	0 07¾
Lead, tea	....	0 03½
Light copper	....	14 50
Heavy copper	....	18 00
Wrought iron, No. 1, per gr. ton	....	18 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	16 00
Stove plate, per ton	....	14 00
Heavy melting steel	....	22 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00
Machinery, cast (ton)	40 00	42 00

Gasoline Sales Are Brisk; Fuel Oil Again Higher

Montreal.

GASOLINE AND OILS.—Prices have been firm but have remained unchanged on gasoline. The motor grade basis, per gallon, is 38 cents. An advance will not come as a complete surprise, however, for the crude oil situation is strong. As a matter of fact a new high basis has been reached, the present quotation, per 100 gallons, being $16.70, tank car delivery. Coal oil is based still at 27 cents per gallon for the ordinary grade. There is considerable movement of oils generally.

Stove Prices Uncertain; Ware Prices Unchanged

Montreal.

STOVES AND WARES.—Prices have been fully maintained on stoves and ranges. Much movement is reported of gas and electric ranges, and it has been impossible, really, to satisfy the demand. Prices are uncertain and there may be advances in the immediate future. Even with the war tax removed the difficulties of obtaining raw material, coupled with the prices asked for it, are many, and will operate, doubtless, to offset the reduction effected by the removal of this tax. The ware list is unchanged. At the same time it is altogether probable that there will be more and more difficulty in securing ample supplies of sheets and plates; this means that there will be no relief in prices, in fact advances are not unlikely. The situation is very strong under conditions of short supply.

Rope Sales Better; Changes Are Absent

Montreal.

ROPE AND CORDAGE.—Prices have been steadily maintained and there has been, for some time, a larger outturn of various products, particularly of rope. Manufacturers are better pleased with conditions than they were a while ago. While the abolishing of the war profits tax will be some relief the increased cost of raw materials and higher wages will operate, say the makers, to a maintenance of about the same, if not the same prices as are now effective. Pure manila rope is selling at 35½ cents per pound; Beaver and British manila at 28 cents, and sisal at 22½ cents per pound.

There Is Great Scarcity Standard Wire Nails

Montreal.

WIRE NAILS.—Prices have been very firm on standard wire nails, and the jobbers are almost without stock of regular sizes much of the time. Building activity has naturally been responsible for the absorption of a great tonnage at all points. The keg basis is still ruling at $5.85, with cut nails $6.35 per keg.

Iron and Steel Bars Are in Active Demand

Montreal.

IRON AND STEEL.—All that jobbers need these days is a steady flow of supplies from the mills, for demand is active and the stock sizes, in particular, of various iron and steel bars, are selling well. There has been a steady undertone but no price changes have been registered.

IRON AND STEEL

Iron finish machinery steel	...	$4 95
Norway iron	13 50	15 00
Single reeled machinery steel		6 50
Spring steel		5 50
Sleigh shoe steel		4 90
Tire steel		5 10
Toe calk steel, per 100 lbs.		5 80
Band steel		5 80
Harrow tooth steel		5 05
Mining tool steel, per lb.		0 24½
Black diamond tool steel, per lb.		0 24½
Black diamond cast steel, per lb.		0 24½
Common bar iron, per 100 lbs.		4 55
Refined iron, per 100 lbs.		5 55
Mild steel		4 90

3-16 and thinner flats in iron or steel take extra 50c. per 100 lbs. over base and regular extra.

Harder Than Ever To Obtain Sheets

Montreal.

SHEETS AND PLATES.—Absolutely no improvement has been made in the sheet and plate situation. As a matter of fact it may be said to be worse than ever and stock is hard to obtain. Prices are distinctly nominal.

BLACK SHEETS—

10 gauge	....	9 00
12 gauge	....	9 05
14 gauge	....	9 10

16 gauge	....	9 35
18-20 gauge	....	9 40
22-24 gauge	....	9 45
28 gauge	....	9 50
GALVANIZED SHEETS—		
26 gauge	....	9 50
U.S. Standard—		
10¾ gauge	....	12 50
28 gauge	....	12 10
26 gauge	....	10 75
22 and 24 gauge	....	11 55
20 gauge	....	11 55
18 gauge	....	11 55
16 gauge	....	10 25
English Standard—		
26 gauge	....	12 25
28 gauge	....	12 50
24 gauge	....	11 65
22 gauge	....	11 30
18 and 20 gauge	....	10 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Lead Pipe, Sheets and Solder Are Less

Montreal.

LEAD PRODUCTS.—In very definite accord with the forecast made in HARDWARE AND METAL last week, lead products have been reduced in price. Half a cent has been shaved from the lead pipe prices, while sheet lead is reduced one cent. Solder prices, too, have weakened, guaranteed now selling at 41 cents per pound, this being a reduction of one and a half cents. Wire solders are reduced similarly. Zinc sheets are less to the extent of one cent a pound, this being a result of the budget change.

Lead pipe, per 100 lbs.	....	17 00
Lead waste, per 100 lbs.	....	18 00
Note.—Lead pipe is subject to a discount of 10%.		
Lead traps and bends		List plus 30%
Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 14
Lead sheets, 3 to 3½ lbs, sq. ft., lb	....	0 13¼
Do., 4 to 8 lbs., sq. ft.	....	0 13

Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	....	0 44
Solder, strictly, lb.	....	0 42½
Solder, strictly, commercial	....	0 39½
Solder, wiping, lb.	....	0 38
Solder wire (8 gauge)—		
40-60	....	0 41
40-55	....	0 44
50-50	....	0 47
Zinc sheets, casks	....	0 16½
Do., broken lots	....	0 17

Ingot List Erratic; Is Hard to Forecast

Montreal.

INGOT METALS.—Prices have been erratic on tin and copper. Tin, in London, has declined materially, and there seems to be no definite reason for the "off" condition that has characterized it for the past week or two. Copper, too, is somewhat unsettled.

TIN.—Local market has weakened under the influence of the London declines, which have been considerable. The basis this week is 65 cents.

COPPER.—While the New York market is steadier, London is weaker to the extent of eleven pounds. Local prices are shaded to 23½ to 24½ cents for electrolytic and casting respectively.

ANTIMONY.—The cancellation of the war tax of 7 per cent. will have the effect of making the price basis on this more favorable. Local quotations are 12½ and 13 cents for Chinese and English respectively.

ALUMINUM.—Still selling at 35 to 38 cents per pound as to quantity.

SPELTER.—At 11 cents per pound some business is being transacted.

LEAD.—This has been fluctuating somewhat and the market is a trifle lower with the basis quoted 10 cents.

TORONTO MARKETS

TORONTO, May 20—A new business Turnover Tax has become effective and jobbers, manufacturers, etc., are required to pay 1 per cent. tax on all goods purchased. A new luxury tax also has been imposed, which may have an important influence on future prices and sales.

It is interesting to note that lead, lead pipe and solder, etc., have dropped a few points. Tin and spelter have also declined. Screen door and window prices have been revised upwards. Other hardware lines that have advanced in price are: Cotter pins, lawn rakes, sleigh and team bells, agricultural wrenches, common barrel bolts, brass wire, plow lines, clothes lines, jack screws, saws, Mrs. Potts' iron handles, range boilers and corrugated iron.

The transportation embargo continues to hamper manufacturers and jobbers state they are running short of many lines which are tied up in transit.

A heavy demand continues for all hardware lines and seasonable goods are moving freely. Business is very brisk, considering the backward season. Money is circulating freely and collections continue to come in very satisfactorily.

Cotter Pins Will Now Cost the Dealer More

Toronto.

COTTER PINS.—Notwithstanding recent advances cotter pins have again been marked up and will now cost the dealer approximately 10 per cent. more.

New Revised Prices Made on Lawn Rakes

Toronto.

LAWN RAKES.—In line with many commodities whose manufacture requires wire, wire lawn rakes have been revised upwards. The 22 tooth now costs $13.20 per dozen, the 24 tooth $14.20 per dozen, while the 26 tooth has been marked up to $16.20 per dozen.

Sleigh and Team Bells Have New Quotations

Toronto.

BELLS.—Sleigh and team bells are also among the higher revised prices this week, having been advanced approximately 10 per cent. over former prices.

Screen Door Prices Have Been Revised Upwards

Toronto.

SCREEN DOORS.—Higher prices have been made on many kinds of screen doors this is said to be due to the scarcity and higher cost of lumber, etc. Although the labor question is not to be overlooked, many are wondering what the future will show in the way of prices on commodities manufactured from lumber, as supplies are said to becoming more scarce and harder to procure. The following are the new quotations on a few of the most prominent lines:

Screen Doors—No. 1, $23.40 per doz.; No. 2, $28.40; No. 8, $40.20; No. 21, $34.20.

Higher Quotations Made on Screen Windows

Toronto.

SCREEN WINDOWS have also been marked up to higher prices this week and in line with screen doors and other commodities manufactured from wood or wire, etc., are hard to procure. Jobbers state they have fair stocks at present but should the demand be extra heavy it may be that they will have rouble with replacements. The new quotations on some of the better known kinds are as follows:

Screen Windows.—No. 1, $4.25 per doz.; No. 2, $5.65; No. 3, $6.20; No. 4, $6.60; No. 5, $7.30; No. 6, $7.90; No. 7, $8.40; No. 8, $9.10; No. 9, $10; No. 10, $12.20; No. 12, $4.40; No. 12½, $4.95; No. 13, $4.80; No. 14, $5; No. 14½, $5.50; No. 15, $5.90; No. 16, $6.20.

Agricultural Wrenches Now Quoted 17% Off

Toronto.

WRENCHES again come up for revision. Higher revised prices have been made on agricultural and they are now being quoted at 17 per cent. off the list.

Common Barrel Bolts Will Now Cost More

Toronto.

BARREL BOLTS.—Many upward revisions have been made of late on nearly all lines of builders' hardware. This week shows advanced quotations on the common barrel bolts. The three-inch is now quoted at $1.55 per dozen; 4-inch $2.00 per dozen; 5-inch, $2.25 per dozen.

Many Kinds of Brass Wire Have Higher Quotations

Toronto.

BRASS WIRE of various kinds has

again been revised upwards. This affects nearly all gauges. The new advance will approximate 10 per cent.

Plow Lines Also Have New Higher Quotations

Toronto.

PLOW LINES.—New and higher prices have been made on hemp plow lines, the new price being quoted at $6.00 per dozen.

Manila Clothes Lines Now Cost $4.25 Doz.

Toronto.

CLOTHES LINES have again been revised upwards and the manila 50 foot is now being quoted at $4.25 per dozen.

Prices on Jack Screws Have Been Marked Up

Toronto.

JACK SCREWS.—In line with many other commodities whose basic metal is iron or steel, jack screws have been revised upwards and the new prices will approximate an advance of 10 per cent. over former quotations, and some of the better known sizes are now being quoted as follows:

Jack Screws—1¼x6, $3.90 each; 1½x8, $5.30; 1½x10, $6; 2x12, $9.40; 2x14, $10.30.

Various Saws Have Again Come Up For Revision

Toronto.

SAWS of nearly all makes and kinds have again been revised upwards. This new quotation is said to be due to the situation which has developed in steel of nearly all kinds, although labor, transportation and other factors are not to be overlooked.

Mrs. Potts' Iron Handles Are Revised Upwards

Toronto.

SAD IRON HANDLES.—Higher prices have again been made on Mrs. Potts' sad iron handles and the japanned are now quoted at $2.05 per dozen, and the polished $2.15 per dozen to the retail trade.

Range Boiler Prices Have Been Advanced

Toronto.

RANGE BOILERS.—Advanced prices are effective for range boilers. This is largely due to the shortage of plate, although the labor and coal situation is not to be overlooked. The present demand is very heavy and in some cases manufacturers state is bigger than the supply. The following are the new quotations:

Range Boilers—	Standard	Ex. Heavy
30-gallon	$15 00	$18 00
35-gallon	18 00	21 00
40-gallon	20 00	23 00
52-gallon	25 00	29 00
66-gallon	35 00	38 00
82-gallon	42 00	48 00
100-gallon	55 00	65 00
120-gallon	70 00	80 00

Decline Made on Lead Products, Solder, Etc.

Toronto.

LEAD AND ZINC PRODUCTS.—The sagging tendency which was reported in last week's issue of HARDWARE AND METAL has developed further weakness and a decline of half a cent has been made on lead pipe, lead waste pipe and lead sheets in rolls. Solder has also developed a weakness and lower revisions have been made averaging from 2 to 3c per lb. on solder of the different kinds.

This is attributed to the present situation of pig lead, which in some instances has been affected by lower quotations on the English market, and while jobbers and manufacturers believe that the present quotation will hold steady they state there is no certainty about the situation as the basic metals have been of such a fluctuating nature during the past several weeks, gaining a few points one day and losing the next. The present demand continues to be fairly heavy and good volumes are going out daily.

Lead pipe, list, per lb.	0 17
Lead waste pipe, list, per lb.	0 18
Do., over 8 in., list, per lb.	0 19
Lead traps and bends	add 30%
Lead wool, lb.	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 13
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 44
Solder, strictly, lb.	0 38½
Solder, commercial, lb.	0 36½
Solder, guaranteed, lb.	0 44
Solder, wiping, lb.	0 36
Zinc sheets, per lb.	0 19

TURNOVER TAX.—An important ruling has become effective in the way of a business Turnover Tax. This should have a vital bearing on all commodity prices and effect all phases of the hardware trade. It is difficult to comprehend the full effect of the new taxation as the new legislation is so far reaching and opinions expressed by the trade authorities are very divergent.

The imposing of a luxury tax will also affect many hardware lines. Especially is this true of sporting goods and kindred specialties and some are concerned the result on sales, etc., of these lines.

Some have it that the 1 per cent. business tax will actually figure out to be more than 1 per cent., as each firm handling an article may assume the amount of tax they were required to pay and add it to their cost.

Boiler Tube Prices Firm; Remain Unchanged

Toronto.

BOILER TUBES.—The demand for boiler tubes continues to be fair. Although the present season is a little off considerable are still going into barges and other kinds of boats as well as other sources.

Jobbers state that they have fair stocks on hand at present but are wondering what developments will take place before the heavy rush commences during the later part of the summer months, as it is believed that skelp is very hard to procure and is the means of holding manufacturers back in the production of boiler tubes. The present prices, although firm, remain unchanged and are quoted as follows:

BOILER TUBES—	Seamless	Lapweld
1 inch	$28 00	.....
1¼ inch	30 00	.....
1½ inch	31 50	.....
1¾ inch	33 00	30 00
2 inch	32 00	29 00
2¼ inch	37 00	32 00
2½ inch	46 00	36 00
3 inch	54 00	45 75
3½ inch	70 00	49 00
3½ inch	70 00	39 00
4 inch	96 00	63 00

Corrugated Sheet Prices Have Been Advanced

Toronto.

CORRUGATED SHEETS.—A slight advance has been made on corrugated sheets this week, which is said to be the result of the great shortage of flat sheets which is at the present time prevailing, and manufacturers state that although the mills were behind on their deliveries for the second half of 1920 that sufficient sheets would have come to hand at least to fill the most urgent requirements and state that the mills have again been hampered by the recent embargo on United States freight transportation, both through the difficulty of securing coal, as well as raw materials.

Although the present demand is still said to be greater than the supply, some state that it has lately fallen off to some extent, which they attribute to the scarcity of other commodities, which is hindering operations on many building projects to such an extent that it would not be possible to use the materials in some cases were they to be had. The following are the present quotations:

Corrugated Sheets—	Per 100 square feet Gal'zd.	Painted
No. 28 gauge		
No. 26 gauge		
No. 24 gauge		
No. 22 gauge		
No. 20 gauge		
No. 18 gauge		

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

An additional charge of 10% of the list price is added to cover exchange.

Discount, 7½%.

Sheet and Plate Stocks Nearly Exhausted

Toronto.

SHEETS AND PLATES.—The situa-

tion on this commodity instead of improving is said to be gradually growing worse and jobbers and manufacturers state that if shipments do not come to hand more readily and in larger quantity that there is every possibility of a famine.

The freight embargo on the United States railroads is still prevalent and is causing great inconvenience and shortages on all commodities. This is causing great dissatisfaction among nearly all who have to concern themselves with shipping of merchandise, and while it is true that the embargo has been lifted in some places it is also true that it has become effective in others, which has a tendency to keep the situation at a deadlock.

One large jobber stated to HARDWARE AND METAL that he had a number of cars of sheets in transit, but had no idea as to their present whereabouts or when he would receive them, and thus should the embargo be lifted it is his belief that the quantity in transit would materially help the present situation, although he pointed out that owing to so much congestion around the main shipping points on the different railroads that it may be sometimes before congestion is straightened out.

The following prices are quoted here merely as a guide as it is believed that very few could supply a full list of sizes, and owing to the present scarcity it is necessary in many cases to pay premiums over these quotations, as jobbers often find it necessary to go into the local market in order to secure the urgently needed stocks to fill their orders.

BLACK SHEETS—	
10 gauge	9 00
12 gauge	9 05
14 gauge	9 10
16 gauge	9 35
18-20 gauge	9 40
22-24 gauge	9 45
26 gauge	9 50
28 gauge	9 50
GALVANIZED SHEETS—	
U.S. Standard—	
10¾ gauge	12 50
28 gauge	12 10
26 gauge	10 75
22 and 24 gauge	11 55
20 gauge	11 55
18 gauge	11 55
16 gauge	10 25
English Standard—	
28 gauge	12 50
26 gauge	12 25
24 gauge	11 65
22 gauge	11 30
18 and 20 gauge	10 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Iron and Steel Bars Show No Change

Toronto

IRON AND STEEL BARS.—Business continues to be brisk for nearly all kinds of iron and steel bars, although it is the belief of jobbers that the demand has to some extent slackened down. This they state may be due to the shortage of sheets and other commodities which are often used in conjunction with bars for the different building and other operations.

It is interesting to note that small angles are in great demand for exports to the United States, and while it is remembered that these originally come from this source, at least to a large extent it will no doubt show the shortage which is being caused by the tie-up of the U. S. railroads. This is practically true of many other commodities, which in some cases are shipped to border towns and transported from there to their destination by motor trucks.

Although it is believed the mills are not taking orders for immediate delivery jobbers state they have fair stocks of bars on hand, and although the present price is very firm there has recently been no change. The following are the present quotations:

Common bar steel, 3-16 and light	6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and heavier	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	...
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75

NAIL EXTRAS.—An advance has been made on the extras of packing wire nails or brads. The 25 pound and 50 pound boxes are subject to an extra of $1 per 100 pounds, the 10-pound boxes $1.50 per 100 pounds.

An additional extra is also being charged for coating or blueing, the new price being 35 cents per 100 pounds in place of a former 25 cents. The additional for miscellaneous list on nails or brads has been revised upwards to 2 cents per pound in place of a former 1 cent per pound.

Waste Materials Have Downward Tendency

Toronto.

SCRAP AND WASTE MATERIAL.—Prices on waste materials of nearly all kinds show a little change, although the present tendency is downward in nearly all cases. Especially is this true of the red and yellow metals, which show a very noted sagging downward tendency. Iron and steel metals, however, are still very strong, although indications point to lower prices in the near future.

The present market shows a very quiet buying period and the demand is practically dead. It is hard to say just what the situation will develop, as it is believed the embargo on the United States railroads has been responsible for the present situation, and whether the starting up of the freight movement will again stimulate the demand for these materials remains to be seen. Stove scraps and No. 1 cast iron appear to be the only metals on the list that show any strength and dealers state they are very scarce and many are offering premiums for even small lots. The following are the present quotations:

WASTE MATERIAL	
No. 2 busheling	13 00
Stove plate, per ton	32 00
Yellow brass	0 10
Red brass	0 15¾
Light brass	0 08
Scrap zinc	0 06½
Heavy copper	0 17
No. 1 machinery cast	38 00
Heavy melting steel	15 00
Wrought iron, No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes	0 06
Overseas lumbermen's rubber boots	0 04
Bicycle tires	0 01½
Automobile tires	0 03
Heavy lead pipe	0 05¾
Tea lead	0 11

Tin Has Dropped 5c; Spelter Also Weaker

Toronto

INGOT METALS.—The whole situation throughout the list of ingot metals is more or less panicky and most metals are very erratic. Tin, however, is the feature of this market, having dropped 5c per lb. Spelter also has a lower price, having dropped ¼ of a cent. While the other ingots show no change, a weak, sagging tendency is noted.

TIN.—The sagging tendency mentioned in last week's issue has developed into a drop in the price of tin and the new quotation is now 67 cents per lb., being 5 cents per pound lower than formerly.

SPELTER is also lower this week with a fair demand offering. The new price is quoted at 10 3-4 cents per lb.

LEAD.—The tendency on lead is for downward prices and while the present price remains unchanged decided weakness is noted. The present quotation remains at 11c per lb.

ALUMINUM is showing little active demand, the price remaining unchanged and the quotation still being 26 to 37c per lb.

ANTIMONY remains quiet and is showing a weaker tendency. Stocks are rather light, although the selling price remains unchanged and is quoted at 15c per lb.

COPPER.—No change in price has been made in copper, although a sagging tendency is noted. 24 cents per lb. continues to be the present quotation.

LONDON MARKETS

LONDON, May 20—Advances in many important hardware lines continue to be made. Sash weights have again been marked up this week, pump leathers, Stickfast paste, lampblack and Common-sense axle pulleys have also been revised upwards. Sporting goods are becoming scarce. The extras on coating and blueing wire nails, also packing charges on some quantities, have been advanced. Children's hand sleighs and wagons, oiled and annealed wire, cistern pumps, chicken food, wrenches, post hole augers and curry combs all have new higher quotations.

A new Turnover Tax has been imposed on all hardware commodities and a luxury tax has also been imposed, which may influence prices and sales, etc., in the near future.

Merchants continue to enjoy good trade and all the stores are busy. In spite of the many shortages the volume of business is very satisfactory. Prices are very firm and on some lines buyers are getting in their fall stocks. Collections are very satisfactory and money still seems to be circulating freely.

Sash Weights Again Have Higher Revised Prices

London, Ont.

SASH WEIGHTS. — Notwithstanding the higher prices which have been made on sash weights further advances have again been made. This is said to be due to the necessity of the manufacturer putting in a better grade iron than is customary on account of the general shortage of raw materials, etc. The present quotations are: 3 lb. and larger, solid, $4.95 per hundred pounds; the sectional 1 lb., $5.60 per hundred, while the ½ lb. sectional is $6.20 per hundred lbs.

Valve and Cup Pump Leathers Advance

London, Ont.

PUMP LEATHERS.—New and higher prices have been made on pump leathers of nearly all kinds, including valve or plunger leathers and cup leathers, etc The following are the present quotations:

Valve or Plunger Leathers—No. 1, $1.15 doz.; No. 2, $1.45; No. 3, $1.75.

Cup Leathers—1 inch, 75c doz.; 1¼ inch, 80c; 1½ inch, 90c; No. 0x2 in., $1.25; No. 1x2½ in., $1.60; 2x3 in., $2.10; 3x3½ in., $2.60; 4x4 in., $3.25.

Stickfast Paste Also Has Higher Revision

London, Ont.

STICKFAST PASTE. — New and higher prices have been made on Stickfast paste, the 1-lb. package now being quoted at $2.10 per dozen packages, while the 2-lb. packages are quoted at $4 per dozen packages.

Various Sprayers Show Very Brisk Movement

London, Ont.

SPRAYERS.—A very good demand has been going for sprayers of all kinds as many have been treating their trees, shrubs, etc. The tin well "Eureka" is now being quoted at $6 per dozen, the glass jar "Eureka" $9 per dozen. The compressed air galvanized "Eureka," $7 each, while the compressed air, brass, is being quoted at $9.50 each.

Eagle Brand Lamp Black Has Been Marked Higher

London, Ont.

LAMP BLACK.—An advance of about 10 per cent. has been made on Eagle Brand lamp black. This is said to be due to the higher cost of labor and other factors. The new quotations are as follows:

Lamp Black—¼-lb. pkgs., 40c lb.; ½-lb. pkgs., 33c.; 1-lb. pkgs., 27c.

Galv. and Black Wire Cloth Have Brisk Demand

London, Ont.

WIRE CLOTH of various kinds is having a very good season so far, and the demand has been a heavy one, it is stated. The black painted continues to sell at $3.60 per hundred square feet, while the galvanized is still selling for $4.25 per hundred feet.

Commonsense Axle Pulleys Now 65c Doz.

London, Ont.

AXLE PULLEYS.—The "Commonsense" cast axle pulleys have again been revised upwards, and this line of pulleys will now cost the dealer 65 cents per dozen.

Garden and Harvest Tools Selling Well

London, Ont.

GARDEN AND HARVEST TOOLS of nearly all kinds have been enjoying a very heavy demand, and the warmer weather which has prevailed the last few days has steadily stimulated the already heavy demand. The merchants generally express themselves very well satisfied with the general business being offered, and all in the trade are looking forward to a satisfactory season.

Sporting Goods Hard to Procure; Good Demand

London, Ont.

SPORTING GOODS.—With the favorable warm weather the past few days the demand for nearly all seasonable lines of sporting goods has been very heavy. Especially is this true of baseball goods. Stocks are very light on nearly all lines of baseball supplies, and the replacements are very hard to procure from the manufacturers, it is stated.

Corn Planters Have Heavy Seasonable Demand

London, Ont.

CORN PLANTERS. — Among other seasonable lines that have a very heavy sale are corn planters, and the King of the Field is now being quoted at $14.50 per dozen, while the Eureka is $15 per dozen.

Hose Nozzles Have Big Demand

London, Ont.

HOSE NOZZLES.—With the approach of the gardening season and trimming of lawns, etc., hose nozzles and reels, etc., are enjoying very brisk sales, and the demand continues to be a very heavy one, Some of the prices that are current at present on some of these lines are as follows:

Hose Nozzles—Mystic, $8 doz.; Canadian Gem, $8.60 doz.

Hose Reels.—All wood, $1.75 each; McKinnon, No. 10, $1.80 each, No. 20, $2.65 each.

Poultry Netting Scarce; Price Firm; Unchanged

London, Ont.

POULTRY NETTING continues to have a big demand and a very satisfactory volume is moving. Jobbers state that their supplies are very scarce. Especially is this true of one-inch mesh, and many seem uncertain as to whether they will be able to secure additional supplies when their present holdings are exhausted. The Canadian two-inch mesh is quoted at net list, while the one-inch mesh is quoted at list plus 5 per cent.

Wire Nails, Brads, Etc., Have New Extras

London, Ont.

EXTRAS FOR WIRE NAILS.—An advance has been made on the extras of packing wire nails or brads. The 25 and 50 pound boxes all take an extra of $1 per hundred pounds in place of a former 20 cents per hundred pounds. An additional extra is now being charged for the coating or blueing of nails, and the new price is 35 cents per hundred pounds in place of a former 25 cents. The additional for miscellaneous list on nails and brads has been revised upwards to 2 cents per pound for 1-lb. papers in place of 1 cent per pound.

Prices on Hand Sleighs Have Advanced 15%

London, Ont.

HAND SLEIGHS.—An advance of about 15 per cent. has been made on hand sleighs for fall booking, which comes in the way of a new list with a discount of 35 per cent.

Coaster Wagons Higher; New Discount 30% Off

London, Ont.

COASTER WAGONS.—New and higher prices have also been made on auto wheel coaster wagons. A new list has been made subject to a discount of 35 per cent. This latest price revision is said to be due to the situation which has developed in wood, and manufacturers state they are daily having more difficulty procuring sufficient lumber for their purposes even at the higher prices charged. The following table shows the new list as well as the net prices figured at the 35 per cent. discount from this list:

	List Per Doz.	Fig. Net at 35% off
No. 00	$62 00	$40 30
No. 01	116 00	75 40
No. 1	133 00	86 45
No. 2	145 00	94 25
No. 3	160 00	104 00
No. 4	182 00	118 30

Chicken Food Has Again Been Advanced

London, Ont.

CHICKEN FOOD of the Royal Purple brand will now cost more money, the 100-lb. bags being revised upwards in price and are now being quoted at $5.60 per hundred pounds.

Crescent Wrenches Have Been Marked Up

London, Ont.

WRENCHES of nearly all kinds have been more or less unsettled and have gradually been climbing upwards. This week records an advance in the price of Crescent, which is as follows:

Wrenches 6 in., $8.60 doz.; 8 in., $10.55; 10 in., $13.20.

Iwan Post Hole Augers Have Higher Quotations

London, Ont.

POST HOLE AUGERS of the "Iwan" make have been revised to new higher prices this week, the increase approximating 10 per cent. The following are some of the new quotations:

Post Hole Diggers—8 in., $33 doz.; 9 in., $35; 10 in., $38.

Cistern Pumps Again Come Up For Revision

London, Ont.

CISTERN PUMPS.—The shortage of iron and steel is not without its effects on the manufactured article, and cistern pumps are one of the many lines involved, and, needless to say, have higher prices. The new quotations are as follows:

Cistern Pumps—Open Spout, No. 1, $3 each; No. 2, $3.35 each; No. 3, $3.65 each. Closed Spouts—No. 1, $3.25 each; No. 2, $3.55 each; No. 3, $3.95 each.

Curry Comb Discount Has Been Changed to 30% Off

London, Ont.

CURRY COMBS are among the many advances reported this week and have been revised upwards by lowering of the discount, which is now being quoted at 30 per cent. off the list.

Wire Nails Scarce; Price Firm; Unchanged

London, Ont.

NAILS.—Both wire and cut have a big demand at the present time, although warehouse stocks are very light and supplies generally are limited. Jobbers state that very few mills are accepting for immediate delivery and they are wondering where they will be able to obtain sufficient stocks to meet the heavy demand. The price, although very firm, continues unchanged, the wire being quoted at $5.75 per keg base, while the cut is still being quoted at $7.50 per keg base.

O. and W. Comes Up For a Stiff Advance

London, Ont.

OILED AND ANNEALED WIRE.—A stiff advance has been made in oiled and annealed wire, and the new prices are 50 cents higher. The demand for wire of nearly all kinds continues to be very heavy, and warehouse stocks are practically becoming depleted. Little improvement has been shown in the wire situation and many are concerned for the future as little immediate relief is looked for from the mills at present, and with freight embargo, coal famine, raw material famine and other disturbing factors, prospects look anything but bright. The net price on No. 11 O. & A. wire is $6.37 per hundred pounds, while the No. 12 has been advanced to $6.45 per hundred pounds, the new base being $6 per hundred pounds.

FENCE WIRE—As mentioned in previous issues of HARD WARE AND METAL, fence wire has been very scarce and hard to procure. This situation, it is stated, has not been improved and some have it that it is worse if anything. Jobbers state the mills are unable to accept their orders for immediate delivery and prospects do not seem very bright for securing sufficient supplies for the present season. The Number 9 plain galvanized wire is now quoted at $5.85 per hundred pounds; barb wire $6.40 per hundred pounds, while oiled and annealed wire has a new base of $6.00 per hundred pounds.

Water Paints Scarce; Whiting Not Coming

London, Ont.

WATER PAINT.—The demand for water paint has been a very heavy one this season, it is stated, and many inquiries are still coming in. In many cases where this commodity depends on whiting for its manufacture production has been retarded, and some report a scarcity. However, it is believed that a fair volume has already been turned over this year, notwithstanding the hardships in procuring the goods to sell. Alabastine is now quoted in 5-lb. packages at 48 cents each; 2½-lb. packages at 25¼ cents each.

Linseed Oil Scarce; Little Seed Coming

London, Ont.

LINSEED OIL.—The demand for linseed oil is a heavy one, which may be on account of the ever-increasing shortage. Crushers state they are procuring little seed as a result of the embargo on the United States railroads, and this may be the reason that the local markets are so bare. Although there is some English oil appearing on the market it is believed that the quantity is not sufficient to cause any change in the present quotations, which are as follows:

Linseed Oil—	Per. gal.	
1 to 2 barrels	$2 87	$2 90
3 to 5 barrels	2 86	2 89
6 to 9 barrels	2 84	2 87

Less bbls. add 15c gal.

Shortage of Turpentine Shows No Relief

London, Ont.

TURPENTINE.—The shortage of turpentine is becoming worse, it is stated, and jobbers say they are practically cleaned out. The embargo continues to affect the transportation of freight throughout the United States, and the new crop in the South is not coming to this market, it is stated. The present quotation is as follows:

Turpentine—		Per gal.
1 barrel lots	....	$3 80
2 to 4 barrels	....	3 79
5 gals.	....	3 95

White Lead in Oil Firm; Little Change Expected

London, Ont.

WHITE LEAD IN OIL.—The demand for white lead is a heavy one; prices have been maintained without a recent change, and, according to present indications, no further changes are looked for. It is true that the market on pig lead has weakened to some extent, but when labor and other materials, as well as several other factors are considered, crushers state that this will have little effect, at least for the present, on the quotations now current, which are as follows: Pure in ton lots, $20.45 per hundred pounds; less than ton lots, $20.80 per hundred pounds. Elephant, $20.95 per hundred pounds in ton lots; $21.30 per hundred pounds in less than ton lots.

Whiting Scarcity Firms Putty Market

London, Ont.

PUTTY.—The situation on putty is gradually tightening, and the present market is a very firm one. This is said to be entirely due to the situation, which has developed in whiting, and manufac-

turers state they are unable to procure sufficient quantities of English whiting for the purpose of their maanufacture. The present quotations on putty are as follows:

Putty	Per 100 lbs.
Standard, 100-lb. drums	8 30
Do., 25-lb. drums	8 55
Pure, 100-lb. drums	10 80
Do., 25-lb. drums	11 05

Window Glass Scarce; Situation Unchanged

London, Ont.

GLASS.—The present situation on both window and plate glass has shown little improvement, and while it is believed there is sufficient glass on hand for present requirements many are wondering what will be the situation in the fall of the year when the big demand starts and builders and house owners are anxious to have the window openings filled in. According to reports from glass factories importers state that the end of the first operating period will be June 3, and that they see no prospects for filling all orders on their books, and state that some will have to be carried into the next period, which should start in August. The quotations remain unchanged, the single and double diamond glass selling for 15 per cent. off the list, while the cut lights are being quoted at 40 per cent. off the list.

Paris Green Has Good Demand; Price Firm

London, Ont.

PARIS GREEN is having a very good sale and many are treating the shrubs and trees, etc. The present quotations on Paris green are as follows:

Paris Green—	Per lb.
½-lb. pkgs.	0 58
1 lb. pkgs	0 56
25-lb. drums	0 54
50-lb. drums	0 53
100-lb. drums	0 53
250-lb. kegs	0 52½
600-lb. barrels	0 52

WINNIPEG MARKETS

WINNIPEG, May 20—Many advances have again been made on hardware prices. Among the important changing lines for the week are to be found: Wrenches, ice tools, cow chains, building paper, hay bale ties, copper and nickel-plated ware, gasoline torches, Pyrex ware, blacksmiths' tools, axe wedges, paint and varnish brushes, Community plate and washing machines. Commodities having metal for the basic material again come to the fore and assume the major part of the week's activities. Price changes, with one exception, are an advance on old lists, the one exception to the usual and general trend of other changes being Pyrex ware, which, contrary to the general trend of the markets, shows a moderate decrease in price.

Crescent Wrenches Have New Higher Quotations

Winnipeg.

CRESCENT MODEL WRENCHES.—New prices are named on Crescent wrenches, advancing this line an approximate 10% on previous prices, a condition brought about, it is said, by the present high cost of raw material together with advanced manufacturing costs. The latest prices are quoted as follows: Wrenches, Crescent model, 6" $9.00; 8" $11.00; 10" $13.75 per dozen.

New Revision Places Ice Tools 10% Higher

Winnipeg.

ICE TOOLS.—The week's activities affect ice tools on a general scale and accordingly advance these lines an approximate 10% on previous prices. The new prices appear firm and no further change is looked for at present, it is believed. A few of the lines are listed below:

Ice Tools—Plows, $118.25; splitting forks, $11.65; tongs, $41.50; bar chisels, $9.20; splitting chisels, $7.60; calking bars, $7; ice axes, $47; floor levelers, $14.30; separating chisels, $7.60; canal chisels, $7.40; starting chisels, $8; ice hooks, $31.85.

Cow Chains Now Have Higher Prices

Winnipeg.

CORD CHAINS are now at higher prices, the new advance showing a further additional 10% on previous lists. Chains, like many other lines pertaining to metal, appear to be scarce as a result of the inability to secure sufficient quantities of raw material, it is said. Advanced raw material prices are another factor responsible for the new increase, it is stated. To-day's prices quote:

Cow Chains—Electric weld, sizes 0000, $5.28; 000, $4.20; 00, $3.84; 0, $3.48.

Corrected Prices Appear on Building Paper

Winnipeg.

BUILDING PAPER prices are again revised and as a result show a moderate advance on old lists to the extent of an approximate 9%. The existing acute shortage of wood pulp necessary for the manufacture of this commodity is said to be the chief cause of the new increase. The new prices are quoted as follows:

Building paper, plain sheathing, Surprise or Sunrise, $1.25; Cyclone, $1.40; tarred sheathing, Cyclone or Anchor, $1.53 per roll.

Hay Bale Tie Prices Have Again Been Marked Up

Winnipeg.

HAY BALE TIES.—Advanced prices have been named on hay bale ties, which show a clear increase of 25c per 100 lbs. on previous prices. The wire situation as a whole remains practically unchanged, general shortage existing. The present prices now quote this line at:

Hay Bale Ties—Ft. William, $7.25; Winnipeg, $7.75 per 100 lbs.

New Prices on Nickel Plated Copper Ware

Winnipeg.

N. P. COPPERWARE.—As reported in last issue of HARDWARE AND METAL higher prices have been made on this commodity. Some of the new quotations are as follows:

Copper and N.P. Ware—Tea Pots and Coffee Pots, capacity, pints, 3, $22.25; 4, $24.25; 5, $26.25; 6, $28.25 per dozen. Tea Kettles, sizes, inches, 5⅞ x 6, $24.80; 6 x 7½, $27.20; 7 x 8½, $34.32; 8 x 9½, $36.32; 9 x 10½, $38, flat bottoms; 8 x 9½, $36.32; 9 x 10½, $38, pit bottoms, per dozen.

Gasoline Torches, Fire Pots Again Advance 6½%

Winnipeg.

GASOLINE TORCHES AND FIRE POTS.—Clayton and Lambert's fire pots and gasoline torches again advanced and add to previous lists a further 6½%. New prices are now quoted at:

Fire Pots.—Nos. 20, $13.30; 5, $19.85; 72, $19.85.

Torches.—Nos. 31, $12.16; 37, $10.88; 32, $12.80; 48, $14.72; 47, $14.08.

Repairs for same are now 25% of lists as shown in Clayton and Lambert's catalogue No. 0.

Revision Lowers Prices on Some Lines Pyrex Ware

Winnipeg.

PYREX WARE.—Further changes again appear on Pyrex ware and appreciably lower prices on all styles. The new revision shows an approximate 7% decrease on a general scale, and although not of a very heavy character, comes a pleasant surprise in this age of repeatedly advancing markets. Some of the new quotations are:

Pyrex Ware—Casseroles, $25.20; pie plates, $12.60; pudding pans, $12.60; pie dishes (individual), $3.35; cake dishes, $10.10; bread pans, $21.00; utility dishes, $21.00; gift sets, $6.30; assortments, $35.00 per set.

The above prices quoted are for large sizes.

Prices on Blacksmiths' Tools Marked Upwards

Winnipeg.

BLACKSMITHS' TOOLS.—Certain

lines coming under classification of blacksmiths' tools have advanced an approximate 25% on previous lists. Raw material shortage and the advanced cost of same is said to be the chief cause of this latest increase. The following are involved and are quoted at:

Tuyere Irons—Square, $2.40; single duck's nest, $1.60; double duck's nest, $1.90; Norton's, $5 each.

Swage Blocks, 14¾c lb.; Mandrels, 17c per lb.

Revised Prices Named on Neverslip Axe Wedges

Winnipeg.

AXE WEDGES are also affected by the changes of the week's markets, and are in consequence advanced 20% on previous prices. The new price shows this line to be now listed at the following price:

Axe Wedges.—Neverslip, $36 per doz.

Revise Rubberset Paint and Varnish Brush Lists

Winnipeg.

PAINT AND VARNISH BRUSHES.—Following recent changes in connection with paint and varnish brushes, the Rubberset line of this class of goods again appears for revision of prices of an upward trend. The new increase affects the whole line of brushes of this make, and shows an approximate 25% on previous prices. A few of the lines are listed below:

Paint Brushes Nos. 20 x 2½ in., $3.80; 3 in., $4.40; 3½ in., $5.70; 4 in., $7.60; 5 in., $12.60; 46 x 3 in., $13.60; 3½ in., $2.20; 4 in., $30 per doz.

Varnish Brushes.—Nos. 100 x 1 in., $2.20; 1½ in., $3; 2 in., $4; 2½ in., $5; 3 in., $5.30; 182X x 1½ in., $4.10; 2 in., $6.10; 2½ in., $8.50; 3 in., $14 per doz.

As HARDWARE AND METAL goes to press it is learned that an advance of 10 per cent. has been made on paper bags, while Nicholson files and Underhill lath hatchets, have had an upward revision of 5 per cent. Gasoline is now quoted at 43 cents per gallon. Coal oil, 30 cents. Raw oil has declined 28 cents and is now quoted at $2.75 per gallon. Roofing pitch and Dominion cartridges have also been revised upwards.

Community Plate Sharply Advances

Winnipeg.

COMMUNITY PLATE.—New prices are named on Community plate and show an average all-round advance of 25%. The change is general and involves all styles and sizes of spoons, knives and forks, etc. The whole line is embraced and includes the Adam, Patrician, Sheraton, and Exeter designs. Advancing prices of raw materials and greatly advanced manufacturing costs are named as the chief causes for this latest advance.

Higher Prices Are Named on Washing Machines

Winnipeg.

WASHING MACHINES.—The week's changes affect several well-known makes of washing machines and advance same an approximate 10% as a result. The lumber situation is said to be the chief cause for the new change, raw material being both scarce and high priced. The new listings show:

Washing Machines—Dowswell, $9.38; New Century, $15; New Idea, $16.50 each.

PITTSBURGH MARKETS

PITTSBURGH, May 20.—The rail strike has affected the iron and steel industry in a complicated manner. The strike itself has been waning, though very slowly, partly by the return of strikers and partly by the advent of new men, some of them volunteers, on temporary service. The full effect of this is not felt by the iron and steel industry for the reason that empty cars have been growing scarcer. From the beginning of the strike the effort has naturally been to load cars. The coal mines, coke works and steel mills gathered up all the cars they possibly could secure, many of them not being furnished by the railroads in the regular manner, but being simply gathered up by a plant sending out its own locomotives and picking up cars where they could be found. Main line tracks were idle in some cases, on account of the strike, and it was possible to do altogether unusual things in the matter of gathering up cars. Once the cars were loaded, however, they frequently did not get far. Some are still on plant sidings, while others have gone to railroad sidings and still others have gone to classification yards. It was said early in the strike that the railroad managements would make a particular point to avoid congesting their yards, but whatever the theory or intention the actual result has been different. Many yards are badly congested. Even in the case of the solid trainload movement, which has been employed so much, the solid trainload is merely one going out. There are few solid trainloads of empties being moved back. Of course there is no system or order. A trainload of coke from the Connellsville region is accompanied by a representative of the blast furnace, and the "personally conducted" train gets through, not infrequently by the distribution of bribes to the men working on the railroads, but similar efforts are not made to get the trainload of empties back.

The result of all this is an increasing scarcity of cars, which militates against freer shipments being made even though the avenues through which shipment could be made have been clearing.

The effect of these trends has been felt in some of the markets, most noticeably in the case of Connellsville coke. When the rail strike started, there were plenty of coke ovens and men, and a fair number of cars, while there were very few directions in which coke could be shipped. The market for spot furnace coke had been $11 to $12, and it weakened to $10.50 or possibly $10, as there were more sellers than there were buyers to whom shipments could be gotten through. Then the rails got more open, whereby more buyers could bid for coke, while the supply of cars decreased if it changed at all. The pressure turned to the other side. Coke became firm at $12, then within a few days got up to $13.50 minimum, next day to $14 and a day later to $15. Seeing no end to the advance some furnacemen withdrew from the market, preferring to bank rather than pay such fancy prices, as even $12 in its time had been considered a fancy price, and the market at this writing is about $15. It may be mentioned that foundry coke did not move similarly. Some brokers got as high as $14, but several old-line producers refused to go above $12, considering this the highest price that could possibly be regarded as fair, but they have been able to sell, and only in a limited way at that, to regular customers.

Steel Production

The monthly report of the American Iron and Steel Institute shows that in April the 30 companies that contribute to the monthly report made 2,638,305 gross tons of steel ingots, against 3,299,049 tons in March. These 30 companies produced 84.03 per cent. of the total output in 1918, and computing from this, and allowing for the number of working days the rate of steel ingot production by the whole industry in April is seen to have been about 37,550,000 gross tons per annum, against a rate of about 45,200,000 tons per annum in March, the March rate having been the highest attained since October, 1918. The decrease from March to April in the rate was one-sixth, precisely the same rate of decrease as was shown in pig iron, referred to in this report of a week ago. As the strike only began April 1 at Chicago, and did not affect Ohio and Western Pennsylvania points until Monday, April 12, while later in the month conditions in the Chicago district improved, the curtailment in production when the strike was at its worst was more than one-sixth from the March rate. It is doubtful whether production at the present time is greater than the average rate of April.

Shipments Poor

By this time, however, the trade has become much more interested in shipments or rather in receipts, than in production. Much more pig iron and steel is being made than is being shipped and much more is being shipped than is reaching destinations. Consumers are hard hit, not only by steel shortage, but also by shortage of coal and other necessities.

Continued on page 74

Dealer Guides Consumer's Purchases of Paint

Dealers Can Encourage Purchase of Trade-Marked Brands Because They Guarantee Consumer Against Inferior Merchandise —How One Dealer "Fills Up" His Clerks on His Knowledge of Paints

Written for HARDWARE AND METAL by FREDERICK A. FARRAR

HOW do you know so much about standard trade-mark goods?

How were you so well acquainted with them even before you carried them in your paint department?

Largely, because you saw them advertised, wasn't it? Because you were familiar with these trade names through magazine advertising, and when the paint salesman called upon you, you had a pretty good acquaintance with the material before he commenced to talk shop.

It is exactly the same way with the consumer. He knows a lot about it even before he comes into your store.

When you buy advertised merchandise you buy a guarantee of quality. In the old days when a lot of things were sold in bulk without any particular means of identification, when there was really no way for the consumer to tell who the manufacturer was, this latter party was free to use materials which were inferior, and make his goods in an indifferent way without materially injuring his business, because the goods were unidentified, and even should the purchase prove unsatisfactory, the customer had no real way of knowing whose goods they were or how to avoid them.

Later, there came a keener competition among manufacturers, which was on the basis of price, and this at a sacrifice of quality, but now with advertising and with trade market merchandise as the means of identification, all this old plan has changed.

The very first consideration now is quality, price comes second. To-day, if the first item proves unsatisfactory, a consumer doesn't want it at any price, and certainly when he is once "stung" he will not come back again. The manufacturer will thus have destroyed the market for his product, and no real business man is going to do this. He will never sacrifice quality in a single can or package. The trade mark he puts behind it and the trade mark he stamps it with guarantees the consumer against inferior merchandise, and these are good strong talking points when you are selling paints, varnishes, enamels, stains, etc.

"Filling Up" the Clerk

In a thriving Western town, a certain dealer, who has recently boasted of his paint department told me the other day, that he always makes a practice of "filling up" his clerks on the many good things he knows about paint.

He was once a practical painter himself and understands what good materials should accomplish, and in passing on all these points to his clerks he is making them more intelligent salesmen.

When he puts in a stock of goods he opens up one of the cans and calls the paint clerks around him, tells them what goes into good paint and what the proportions of the component parts should be. He lets them brush it out on a panel to show its easy working and spreading qualities, brushes out a coat over a black surface to show its hiding power, and then he lets it dry to call attention to the high gloss or to the velvety, flat finish, whichever the case may be.

He tells them all about the sanitary and preserving qualities of the paint, how it increases value and prevents deterioration, mentions the prosperous look it gives to any building, and how it raises the standard of the owner in that particular community.

There is nothing that he knows that he overlooks in passing on to these clerks, and the result is that when they start to sell the consumer, they know exactly what they are talking about. They sell intelligently, and therefore, the goods "stay sold."

Using the Top of the Show Case

There are some dealers who believe the tops of counters or showcases should be kept clear, that all things should be put away, but on the basis that goods well displayed are half sold, experience has shown that many small articles sell more readily when displayed on top of the cases and counters.

MOORE'S LINE

A PAINT VARNISH AND ENAMEL FOR EVERY PURPOSE

"Save the surface and you save all" *Paint & Varnish*

The constant and ever-increasing demand for IMPERVO PORCH and DECK PAINT is the Best Proof we have of its Good Qualities.

IMPERVO PORCH and DECK is not an ordinary Floor Paint and must not be classed with such. It is made on Moore's House Color Base with Spar Varnish added to make it tough and durable.

IMPERVO PORCH and DECK PAINT is made especially for Porches, Verandah Floors and Steps and dries perfectly hard with a High Gloss. It produces a Hard-wearing Surface that satisfactorily resists the wear and tear and continual scrubbing to which such floors are subjected.

EVERY CAN IS FULL OF QUALITY AND CUSTOMER-SATISFACTION

MOORE'S PRODUCTS are sold on the most modern and up-to-date business methods. There are no expensive and ineffective advertising frills attached to our proposition. This insures the consumer getting a FULL DOLLAR'S WORTH for every dollar expended. It also insures the Merchant BIGGER PROFITS.

What other line can boast of such SPECIALTIES:—

MOORE'S HOUSE COLORS—A Pure Linseed Oil Paint.
MURESCO —The Best Wall Finish.
SANI-FLAT —A Superior Flat Wall Paint.
TILE-LIKE —A Varnish and Stain Combined.
MOORAMEL —A Perfect White Enamel.

Give us an opportunity to show you a REAL AGENCY PROPOSITION which will bring you BIGGER PROFITS.

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

Maritime Sales Manager:
R. C. BLAKENEY,
276 South St., Halifax, N.S.

Western Sales Manager:
J. B. CLEVELAND,
Box 821, Saskatoon, Sask.

If interested, tear out this page and keep with letters to be answered.

Decide to Organize Cities of Ontario

"Save the Surface" Convention in Toronto Decide on Plan to Stir Up Enthusiasm in Ontario—Some Criticisms of the Campaign

THAT a great amount of paint now being used despite high prices is largely a result of the campaign now being waged in the interests of "Save the Surface," was the statement of A. T. Black, general manager of the Martin-Senour Company, Ltd., who reviewed the work of the committee before the convention held in the King Edward Hotel, Toronto. Mr. Black pointed out that the campaign had been criticized as an offshoot of the one being carried on in the United States, but explained that one of the underlying ideas in adopting the same slogan was to take advantage of the advertising being done on the campaign in U. S. papers having some circulation in Canada. He indicated that the endorsation of the Government Conservation Commission had been secured and that matters were shaping up so that within the next few years every color card and piece of literature issued by a paint manufacturer would bear the slogan.

Geo. Henderson, president of the Canadian Paint, Oil and Varnish Association and chairman of the "Save the Surface" committee, called for an open discussion of the plan being followed. Hereupon, Mr. McMartin (Lowe Bros.) remarked that some hardware dealers objected to the listing of names of master painters along with the "Save the Surface" advertising in local newspapers when they could not get the same privilege.

In reply, Mr. Henderson pointed out that in one case (Hamilton) where the Master Painters' Association asked to be allowed to place their ads. on the same page, the request seemed reasonable, particularly in view of the fact that they were subscribers to the campaign. He pointed out that it was more difficult to deal with cases of individuals. Mr. Black added that the committee had requested newspapers handling local dealer advertisements to keep such advertising separate from the campaign advertising.

Another delegate suggested that paint was being given precedence in the advertising, as compared with varnish. Mr. Henderson pointed out that there was no such intention and that despite the fact that there were many more paintable surfaces than varnishable surfaces, publicity was being given each in comparative equality.

Replying to another enquiry, Mr. Henderson pointed out that approximately one-third of the advertising space was being devoted to farm building trade.

The statement was made that some dealers in the United States were so enthusiastic over the campaign that they were adopting the name "Save the Surface Department" for the paint section of their business.

To the end of creating new business and not trying to take existing business from one firm to another, a plan was adopted providing for a meeting of salesmen representing all the paint and varnish manufacturers in each of a number of Ontario cities, for the purpose of arousing local interest by bringing the local dealers together and arranging for co-operation in advertising, etc. The cities decided upon in which a start will be made are as follows: Windsor, Brantford, Peterboro, Oshawa, Kingston, Sarnia, Galt, Guelph, Kitchener, Stratford.

SLUMP IN JAPAN'S PAINT EXPORT BUSINESS

Advices from Japan dealing with the manufacture of paint for export trade are as follows:

The export of Japanese paint is at present dull on the whole. During the second half of last year orders from foreign countries were small in number, and, as might be expected, there prevailed a slump in this line of Japanese trade. There were, however, many inquiries from India, which is one of the largest customers, although they were not necessarily followed by actual orders. The Japanese exporter, and possibly manufacturer, too, for that matter, took this as a sign of the accumulation of stocks in that country and has since been patiently waiting for the reappearance of a demand. Unfortunately for them, however, their expectation so far fails to turn out happily, resulting in the present slump in exports as already mentioned. It is believed in this country that this is due to the invasion of the Indian market by British manufacturers, who did practically all the business in this line before the war. It is feared that this is the beginning of the end for the Japanese export trade in paint.

Moncton, N. B.—Structural steel has been received by the Sumner Company, Ltd., hardware, for their additions which will be started at once.

THE BUSINESS OUTLOOK

Writing of the Business Outlook, THE FINANCIAL POST of recent date said:

"There has been no time since the outbreak of the war in the Summer of 1914 that the business outlook has been more uncertain or more puzzling than it is to-day, although, of course, the apprehension regarding national safety has been removed. The situation is absolutely unprecedented. The upward movement of prices was in the first place the result of demand for commodities to be destroyed and reduced man-power to produce them and it was accompanied by financial inflation by practically all important world nations. It has been continued since the signing of the armistice by a demand for luxuries and comforts, encouraged by relief felt at the end of the war and sustained by accumulated savings, while production has declined under the general relaxation and temporary impotency of the usual incentives. The peace celebration, in fact, has taken on the semblance to a protracted spree, but there are indications that the effects of the armistice joy draught are wearing off and that the public ear is becoming less attentive to the jazz of pleasure and extravagance.

"Some time ago, prior to the recent definite action, the banks sounded a note of warning when they advised their customers to curtail their borrowings as far as possible, so as to be prepared for developments that might otherwise find them in an awkward position. Conservative wholesale houses have been giving similar advice to the trade in suggesting that stocks be kept low and collections checked up. That these warnings and the conditions which justify them are not unappreciated is indicated by the reports that in the commercial community there is now a tendency to reduce stocks to a minimum. This can only be interpreted to indicate that business is sensing a situation in which further advances are not confidently expected.

"Altogether there does not appear to be any need for serious apprehension if conditions are faced in a serious way. There is not that over-production which has always accompanied great financial panics in the past. For this reason it would seem that if there is a period of depression as an accompaniment of the process of deflation it will be short-lived because of the needs at home and abroad for food-stuffs and clothing and other necessities of life."

A. Ramsay & Son Company

All Canadian Paint and Varnish Makers Since 1842

Experience, prestige and reputation count heavily in the volume of sales and turnover, as well as in the quality of the product.

It is but reasonable that in such a period of time improvements would be discovered in methods of production; in the product itself; and more advantageous distribution and co-operation with the merchant handling Ramsay Paints and Varnishes effected.

Ramsay advertising has multiplied the number of consumers who know its merit so that they are ripened into a receptive mood for Ramsay products.

You cannot have too many advantages in your favor—handle Ramsay's.

A. Ramsay & Son Company

The All-Canadian Manufacturers of Paints and Varnishes since 1842

Toronto **MONTREAL** **Vancouver**

Distributors:

EDMONTON DISTRICT—Revillon Wholesale Limited, Edmonton
CALGARY DISTRICT—The McDonald Baker Co., 818 8th Ave. W. Calgary
NOVA SCOTIA—James Simmonds, Limited, Halifax, N.S.

If interested, tear out this page and keep with letters to be answered.

HARDWARE MEN IN NEW ORGANIZATION

Continued from page 52

these transcontinental lines into self-supporting enterprises. The land to be settled, it is stated, all lies within twenty miles of existing railways, and is exclusive of those owned by the Government, the Hudson's Bay Company and the transportation companies.

At a joint meeting held last month it was decided to appeal to the financial corporations of the country for the necessary funds with which to carry out the plans of the association. Already a start has been made in raising the million and a half needed, a number of Western men subscribing $5,000 to $10,000 each as founding members. Between them they have raised a total of $250,000. The campaign to raise the remainder will start on May 28th.

In making its appeal to the financial bodies of the Eastern part of the Dominion, the association points out that the futures of the East and West are interdependent. Attention is called also to the fact that an enterprise such as this will do much to bring the two parts of Canada into closer accord on many questions now in dispute.

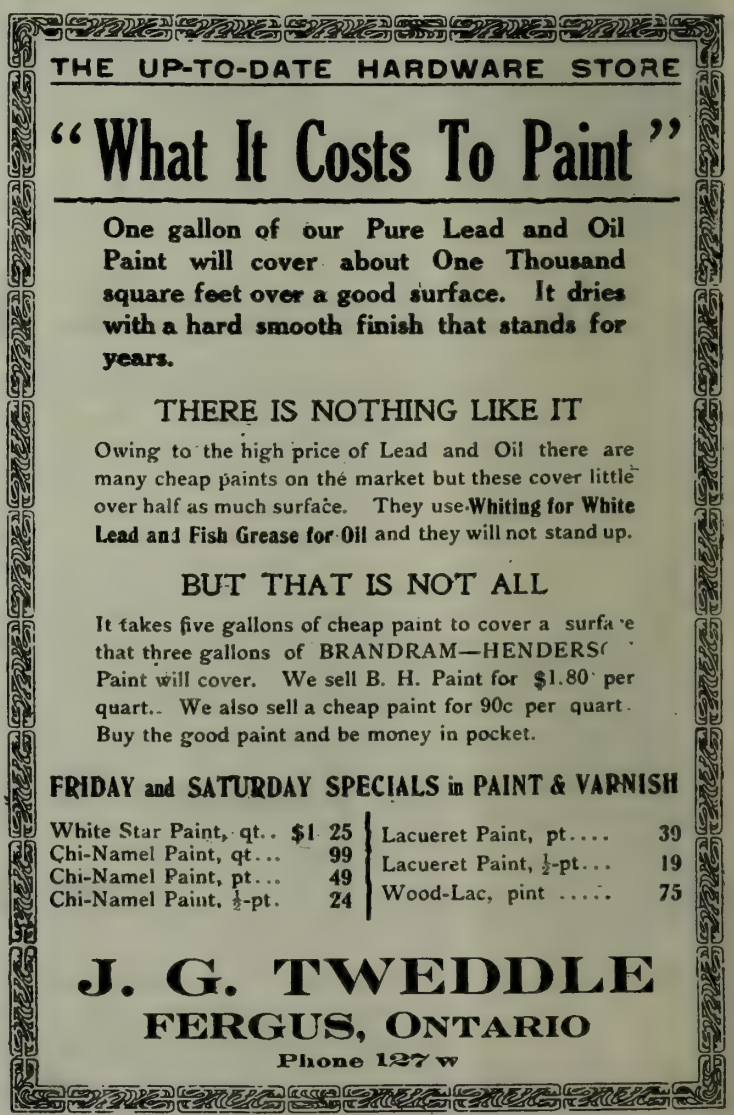
As an initial step in perfecting the organization, a committee composed of James Ramsay, M.P.P., Edmonton; Brig.-Gen. McDonald, C.M.G., D.S.O., Calgary; Maj. F. J. James, Winnipeg; A. E. McKenzie, Brandon, and Mayor M. A. Brown, Medicine Hat, was delegated to interview prominent men in the Eastern Provinces. As a result of the efforts of this committee, the following have become contributing founders: Lord Shaughnessy, Sir Vincent Meredith, James A. Carruthers, Charles R. Hosmer, Sir Herbert Holt, Sir Chas. Gordon, Brig.-Gen. F. S. Meighen, Huntley R. Drummond, Col. W. Grant Morden, R. B. Angus, Sir H. Montagu, Allan, Sir John Eaton, Sir Joseph Flavelle and Sir Edmund Osler.

The Westerners who became contributing founders are: James Ramsay, Edmonton; P. Burns, Calgary; James H. Ashdown, Winnipeg; Sir Augustus Nanton, Winnipeg; George Merrick, Winnipeg; George Lang, Calgary; Dr. F. W. Gershaw, Medicine Hat; J. K. McInnis, Regina; W. D. Craig, Regina; J. F. Cairns, Saskatoon; F. R. McMillan, Saskatoon; E. McKenzie, Brandon, and Jerry Robinson, Winnipeg.

How Hardwaremen Advertise Paints---No. 9

IN these days of high costs, and with some sentiment prevailing that it costs too much to paint, the introduction to this advertisement "What It Costs to Paint" secures attention. It then gives some information for the householder to think over when it states "One gallon of our Pure Lead and Oil Paint will cover about one thousand square feet over a good surface." The house owner can size up approximately how much paint he will require and once his interest has thus been aroused he is half sold.

It will be noticed that bold black face type in upper and lower case is used in the headline. The following paragraph is also in black face, giving it prominence. The subheads follow in good order and retain the reader's attention. Under the heading "THERE IS NOTHING LIKE IT," It points out that there are many cheap paints on the market, but that they do not cover as much surface, and that it takes five gallons of cheap paint to cover a surface that three gallons of good quality paint will cover. Prices for both qualities are quoted, and a final appeal is given for customers to "buy good paint." The ad. is by J. G. Tweddle, Fergus, Ont.



The Luxeberry Painter Says:

"A Smiling Finish Makes a Laughing Household. This is just another way of saying that an attractively finished interior is a big factor in promoting domestic happiness. From this standpoint Berry Brothers' Finishes are joy-makers; I always use them."

The "Berry" label is a sales-maker. Even the smallest buyers know and trust it.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance, Ltd., Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONT.

A Seasonable Line all the Time

There is always a demand for

SIMMS

Better Brushes and Brooms

This is a line that does not stick on the shelf.
The customer must have brushes and brooms all the year round and wants nothing but **the best.**
Stock SIMMS famous line of Better Brushes and Better Brooms, and you have a stock that will keep moving.
Every sale means a sure repeat.
Here is our line of trade getter—

Brooms
Whisk Brooms
Lather Brushes
Paint Brushes
Scrubbing Brushes
Shoe Brushes
Stove Brushes.

Order from our nearest branch.

T. S. SIMMS & CO., LIMITED
Makers of Better Brushes and Brooms for 54 Years
[Head Office: St. John, N.B.
Montreal Toronto London

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, May 20.—Linseed oil has scored a decline. Crushers have received a little seed, but as yet the situation is difficult and it is almost impossible to move supplies from the South. Railway transportation is woefully congested, and it may be some weeks before there is extensive relief. Some expect that there may be a gradual easing of prices but that there will be no quick declines, or rather that what are made will be very gradual. Orders in hand are so numerous that they will readily absorb heavy stocks of seed. Added costs of handling the seed are such as to increase the crushers' costs 4 to 6 cents per gallon.

Turpentine is very scarce. Not a single jobber appears to have any for sale, and none is expected to arrive in the immediate future, excepting small quantities.

Putty and glass are moving actively on unchanged basis. White lead in oil, paints and specialties are all active. Sheliac, in one quarter, is reported to be somewhat freer in supply, but this may be only temporary. Trade is brisk.

No Relief as Yet on Turpentine

Montreal.

TURPENTINE.—Prices on turpentine are not only nominal, there are really no quotations available. The congestion in the States is making matters worse than they have been and this means that for the time being there can be no release of necessary gallonage of turps. Altogether it is an unpromising outlook for the jobber as well as for the manufacturer and the retailer.

Turpentine—	Imp. Gal.
Single barrels	....
Small lots	....
(Packages extra.)	

Lower Prices Are Quoted on Linseed Oil

Montreal.

LINSEED OIL.—Prices are reduced to $2.60 to $2.62½ on linseed oil this week. The lower prices are, of course, induced by improvement in the situation. At the same time crushers are not looking for a tobogganing of the price basis, and for these reasons seed arrivals are still light and cars cannot be moved freely from the South. Congestion at New York and other points is acute. HARDWARE AND METAL was informed by a Canadian crusher this week that in the Chicago freight yards alone 100,000 cars are tied up, it being almost impossible to move them. Then again, the congestion at terminals is so great that manufacturers have been compelled to arrange their own terminal storage. It has been a case of going to New York, in some cases, and seeking accommodation for cargoes that lay in the harbor there, unloading them into warehouses that had, on the spur of the moment, to be engaged. "This has added fully 6 cents a gallon to our cost for oil," said a prominent crusher to HARDWARE AND METAL. There will be improvement in time, but some do not anticipate that this time will come very quickly.

Raw—	Imp. Gal.
1 to 2 barrels	2 60
3 to 4 barrels	....
Boiled—	
1 to 2 barrels	2 62½
3 to 4 barrels	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Putty Sales Good; Still Glass Activity

Montreal.

PUTTY.—Season considered there has been a steady outgo of putty, and jobbers have been supplying a reasonably fair demand. The basis has remained unchanged. Naturally, with whiting supplies still limited there has been no improvement in the undertone, the same remaining very firm.

GLASS.—There has been no change in the situation to speak of. Demand still is heavy and there is some shortage still of large plates. It is not expected that prices will, at this time, advance. Some Belgian glass has been received by the trade.

PUTTY—	5 ton	1 ton	Less than ton
Bulk, in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

White Lead in Oil Is Held Unchanged

Montreal.

WHITE LEAD IN OIL.—Prices have remained steady and unaltered on white lead in oil. While the season is advanced there is still quite a considerable activity and jobbers are forwarding considerable quantities to the trade. Five-ton lots are selling at $19.50 per 100 lbs.; ton lots at $20, and smaller quantities than tons, $20.35. This is for standard grade.

Paints and Specialties Are Active and Firm

Montreal.

PAINTS, SPECIALTIES.—Prices have held firmly on prepared paints and specialties. The undertone is continuing quite firm, due to the market conditions surrounding most raw materials. Manufacturers have experienced one of the heaviest seasons on record, and with better weather conditions there is bound to be good repeat business from the retail and jobbing trade.

TORONTO

TORONTO, May 20.—The warmer weather of the past few days has been the means of greatly stimulating paint and paint commodity sales. The turpentine and linseed oil situation has shown no relief and the market is almost bare; especially is this true of turpentine. The increasing shortage of whiting is also causing considerable inconvenience and many are wondering if sufficient putty will come forward for fall requirements. The new turnover tax which has been imposed on all commodities will also apply to paints, etc. Business is very brisk and all in the trade are enjoying a good turnover. Collections are very satisfactory.

Corroders May Not Cope With Demand For Lead

Toronto.

WHITE LEAD IN OIL.—A fair demand continues for white lead in oil and jobbers state that every day shows an increased demand. Some have it that there may be a shortage in white lead as the demand on the corroder in many cases is greater than his output, it is stated. The present prices are firm and no changes have been made recently. The present quotations are as per current rent quotation pages.

Prepared Paints Firm; Have Active Demand

Toronto.

READY PREPARED PAINT.—That warm weather that has prevailed the past few days is said to have greatly stimulated paint sales, and all in the trade report a good business. The firm prices on this commodity continue to hold unchanged, notwithstanding the scarcity of many of the ingredients and the advancing cost of the same. Turpentine and linseed oil are

Jap-a-lac Prestige

Not alone because it was the original "Household Finish," but because true quality has been maintained. From the time the first package was sold, Jap-a-lac has held first place in its field.

Through all these years Jap-a-lac has gained prestige. It has found new ways of serving its users and has lengthened its term of usefulness. It is now standard in paint and hardware stores throughout the Dominion.

This prestige is an asset to every Jap-a-lac Dealer. It is "good will" that expresses itself by sure and steady profits in the cash drawer. If you are not now carrying Jap-a-lac let us tell you more about the opportunities it represents.

Remember, too, that the Glidden line has now been completed by the addition of house paint—Glidden Endurance Paint—and that the Glidden proposition is one with which every dealer should be familiar.

Write for literature to-day

Save the surface and
you save all" *Paint & Varnish*

THE GLIDDEN COMPANY, Limited

TORONTO, ONT.

BRANCHES: Montreal and Winnipeg

If interested, tear out this page and keep with letters to be answered.

very scarce and the markets are said to be practically bare. This, however, is attributed solely to transportation difficulties and may soon be remedied. The quotations are as per the quotation paint page.

Freight Embargo Delays Shipments of Glass

Toronto.

GLASS.—There continues to be a great scarcity of glass, although jobbers state that some of the factories in the United States have been forced to close down for the rest of this period on account of the shortage of coal, caused by the embargo on the railroads there, although one jobber stated that the May shipments will surpass April, provided delivery may be obtained from the railroads. The price remains firm although no change has recently been made. The single and double diamond continues to sell at 15 per cent. discount from the list, while the cut lights are being quoted at a discount of 40 per cent. off the list.

PLATE GLASS is said to be even more scarce than the window sheets and many are finding difficulty in securing sufficient glass to fill their orders.

Whiting Shortage Firms Cold Water Paint; Putty

Toronto.

COLD WATER PAINTS.—The scarcity of whiting continues to effect nearly all lines of cold water paints, and the situation is said to be coming more acute and every day there is a tightening up on supplies of this commodity, it is stated. This has been a serious setback to manufacturers of cold water paints, it is stated, and many are wondering if sufficient will come to hand to prevent a serious shortage on cold water paints and other commodities depending on whiting for their manufacture.

PUTTY.—The above is practically true of putty, and supplies may be limited if larger quantities of whiting are not more available. The above condition has a strong tendency to make the price of putty much firmer and although prices are unchanged an advance would not be surprising to many of the better informed. The following are the present quotations:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$6 85	$7 10	$7 45
Do., in 100 lb. irons	7 70	7 95	8 30
Do., 25-lb. irons	7 95	8 20	8 55
Do., 12½-lb. irons	8 20	8 45	8 80
Bladder, in barrels	8 60	8 85	9 20

Pure putty, $2.50 cwt. advance.

Ottawa prices are 25c; Hamilton, 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

Embargo Causes Great Shortage of Turpentine

Toronto.

TURPENTINE.—The local markets are said to be almost bare of turpentine and all are practically living from hand to mouth, it is stated. This is said to be solely due to the embargo which has been put on the railroads in the United States and jobbers and importers say they have considerable turpentine bought and paid for, which is now in transit, but they are unable to tell where it is and when they will receive it, and it is the opinion of some that the congestion may be so great that considerable delay will be experience even after the embargo is lifted, on account of such a complete blocking up of nearly all railroads.

No one seems to have barrel quantities of any kind to sell, and any supplies that may come to hand are said to be selling in from 5 to 10 gallon lots, the price ranging from $4 to $5 per gallon.

Turpentine—	Per imp. gal.	
1 barrel lots	....	....
2 to 4 barrel lots	....	....
5 gal. lots	4 25	5 06

Stocks of Linseed Oil Getting Low; Little Seed

Toronto.

LINSEED OIL.—The situation is worse if anything, was the opinion of one crusher. Very little linseed oil is available, it is believed. Little improvement has been shown in the linseed oil situation and stocks are becoming very slim, it is stated. Jobbers and crushers say they are living from hand to mouth and seem unable to secure sufficient seed to crush. The Canadian market does not seem to have revealed the amount of flax seed that might have been expected and on account of the embargo which has been prevailing on the United States railroads, crushers state they are unable to import any seed and while it is true they state that they have bought and paid for a considerable quantity of seed that this stock is now in transit and they are at a loss to know where it is or when they will receive it.

English oil is said to be appearing on the market, but any quotations that have come to hand so far have been so small that jobbers are of the opinion that it will have little or no effect on the situation, either as to price or as to the supply. The present present prices are as follows:

Linseed Oil—		Raw
1 to 2 barrels, gal.	2 87	2 95
3 to 5 barrels, gal.	2 86	....
10 barrels and over, gal.	2 84	....
		Boiled
1 to 2 barrels, gal.	2 90	2 98
3 to 5 barrels, gal.	2 89	....
10 barrels and over, gal.	2 87	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal higher than single barrel price.

PITTSBURGH MARKETS

Continued from page 65

Pittsburgh district coal, which was ranging from $4.00 to $4.50 per net ton at mine before the rail strike, has sold in the last few days at $7.00, and it may of course go still higher, as there are few cars and many anxious bidders.

The consumption of steel is certainly reduced very materially, although the precise amount cannot be estimated. Meanwhile steel is accumulating in mill warehouses and yards, and en route, the same being true of pig iron. These accumulations will doubtless have an effect upon the markets when the rail strike is ended, or rather when there is a free movement again, for ending the rail strike instantly would not entirely restore the movement of material, because there is so much congestion of loaded cars, and shipments with any freedom would not be possible until the loaded cars were delivered and unloaded and the empties gotten back.

Market Lethargic

The whole market is lethargic. Consumers have no occasion to buy prompt deliveries, for as a rule the delivery on a new purchase would be no better than delivery on an old purchase. As to forward deliveries, there is no interest.

In pig iron, the quotable market is strong, and in foundry pig there is a quotable advance of $1 a ton, to $44, valley, Bessemer remaining at $42.50, and basic at $43, but the foundry iron market is made simply by small prompt lots. What pig iron would bring for second half delivery, if forced on the market, can only be conjectured.

As to steel prices, the prices for the earliest deliveries are declining, as the mills making such deliveries had little tonnage on books and must force sales. Mills booked for from two to four months, and having lower prices, though still say $10 to $20 a ton above the Steel Corporation or Industrial Board prices, have not reduced prices, but do not need to at this time. The Steel Corporation continues its prices. The corporation's unfilled obligations at the end of April amounted to 10,359,747 tons, showing 467,672 tons increase during April, against increases of 389,994 tons in March and 216,640 tons during February. Actual bookings in April, however, were lighter, as the greater increase in unfilled obligations in that month was due to decreased shipments, April shipments amounting to about 60 per cent. of capacity, against shipments in March at about 96 per cent. Bookings may be estimated at 124 per cent. of capacity in March and 94 per cent. of capacity in April. When the bookings of the low seller decreased it may readily be concluded that the bookings of the higher sellers, the independents, decreased still more.

Jamieson Sales Mean Larger Profits

ASK

the dealer who has been selling our line.

"HE IS A SUCCESS"

The veteran painter, tried and proved, the man who does paint well.

"HE KNOWS"

The chemist, who can analyze—he smiles and says

"ALL RIGHT"

Because

It goes farthest.

Covers more space at less cost.

Encourages the inexperienced to paint and brighten up.

It would be a wise thing to stock them now.

"Save the surface and you save all" *Paint & Varnish*

R. C. Jamieson & Co., Limited

Calgary MONTREAL Vancouver

Owning and Operating P. D. Dods & Co., Limited

If interested, tear out this page and keep with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 30 20%.

AMERICAN AMMUNITION

Advance 25% on American list.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz....	17 25	19 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2....	$ .25	Group 3....	$ .50
Group 4....	.75	Group 5....	1.00
Group 6....	1.25	Group 7....	1.75
Group 8....	2.25	Group 9....	2.75
Group 10...	3.25		

Bench—No. 1, doz........... $17 50
No. 2, doz........... 20 00
No. 3, doz........... 22 50
No. 4, doz........... 24 50
No. 5, doz........... 27 00
No. 6, doz........... 30 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a l .

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$3.00.
F.O.B. Montreal. Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	13/16.....	$12.00
4/16.....	5.00	10/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:
Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22	$8 90	$11 00
1—18 x 24	10 78	12 92
2—18 x 28	12 10	15 12
3—20 x 30	13 86	18 15

BOARDS, IRONING

	Dozen
No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc.

	Doz.
Baby Globe	$2 50
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	....
Diamond King (glass)......	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	6 00
Jubilee	6 65
Neptune	6 00
Newmarket King	6 65
Original Globe	6 75
Pony	2 75
Royal Globe	6 00
Solid Back Globe	6 75
Standard Globe	6 00
Surprise	....
Supreme Zinc	....
Western King (enamel)	9 00

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard 15 00
30-gal., extra heavy $18 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia- and smaller, 6 in. and shorter, 10%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 15%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, net.
Machine Bolts, 7-16 in. dia. and larger, net.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Square Head Blank Bolts, net.
Bolt Ends, net.
Plow Bolts, 5%; all others plus 20%.
Elevator Bolts, large head, net. corrugated head, 30%.
Fancy Head Bolts, net.
Shaft Bolts ($3 list), net.
Step Bolts, large head ($3 list), net.
Whiffletree Bolts, net.
Nuts, square, blank, add to list, $2.00.
Nuts, square, tapped, add to list $2.25.
Nuts, hexagon, blank, add to list

13/16..... 8.25 28/16..... 24.00

$2.25.
Nuts, hexagon, tapped, add to list, $2.50.
Stove Bolts, 47½%. Tire Bolts, 35%.
Terms 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb..11c-12c
F.O.B. Montreal, London, Toronto.

BRASS

	Base
Sheets, 24 gauge and heavier, base	$0 39
Rods, base ½ to 1 in., round	0 36
Tubing, seamless, base.	0 45

F.O.B. Montreal and Toronto.

BROOMS

	Doz.
No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS

	Wrought Steel:—
No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

CHAIRS

	Dozen
Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben $4 00
F.O.B. Montreal, Toronto, Hamilton.
Good Morning, each........ 1 60
Lookout 2 00
Sleepmeter 2 16

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$.....
Clothes Bars, No. 1.........	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $0 93

CLOTHES LINE REELS

	Doz. net
No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 25%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 8 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz
No. 111	$1 85
No. 121	1 96
No. 127	2 80

C. TLE

98 .... $2 15
00 .... 3 00
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 41	0 41
Plain Tinned, 16 oz. and heavier, lb.....	0 45	....
Polished and Tinned, 16 oz. and heavier, lb.	0 50	....
Tubing, lb.	0 46	0 47

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb. $1 10
No. 7, lb. 1 09
Nos. 8, 9, 10, 12.......... 1 08
F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS

$10 25 per 100 lb.

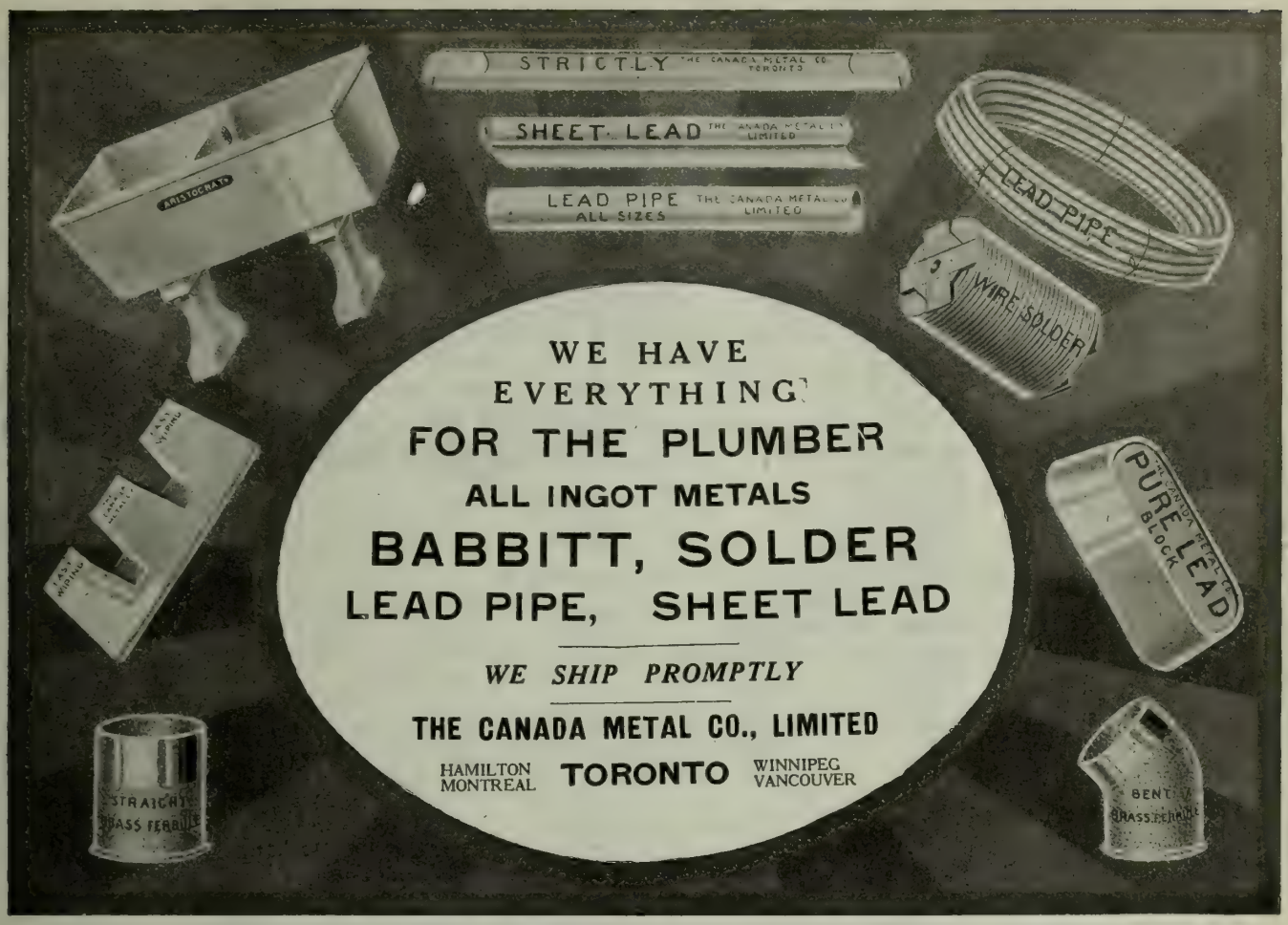
DOORS SCREEN

Kasement, No. 2, oak stain, varnished:
2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....
Prices withdrawn

DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

⅛.........	$0.45	10/32......	$1.20
5/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.90	27/32......	2.00
13/32......	.95	⅞.........	2.10



WE CREATE THE DEMAND
ARE YOU MEETING IT?

The lines manufactured by CANADIAN POLISHES, Limited, are being NATIONALLY advertised. There is a big demand being created from coast to coast.

Are you getting your share of this profitable business?

RE-NU-ALL AUTO TOP DRESSING

A dressing prepared especially for auto tops of all kinds. Softens and preserves. Waterproofs. Leaves a rich, enamel, lasting finish.

KLEANALL AUTO BODY POLISH

Imports a bright and lasting finish to Auto bodies. Removes grease and dirt. Makes car look like new.

IDEAL SILVER CREAM

There is a big demand for this cream. It is giving satisfaction to users. Works quicker and polish lasts longer. Not injurious. Does not stick in chased parts.

STOCK THEM—DISPLAY THEM

These lines are in demand at this time of the year. Stock them and display them prominently. They are repeaters and make satisfied customers.

Ask your jobber. Write for catalog, in colors, showing the complete line.

CANADIAN POLISHES, LIMITED

Successors to Domestic Speciality Co., Limited

HAMILTON, ONT.

C·C·M· Bicycles

C·C·M

Sell Readily Because They're Favorably Known

Dealers will profit by taking advantage of this fact. For years our bicycles have been recognized as machines worthy of their splendid reputation. In selling you will find few riders who do not know these bicycles by name. Our advertising will help you to make 1920 a big bicycle year. Carry a stock of repair parts that will meet every need of your customers.

Massey, Perfect, Red Bird, Cleveland, Columbia, Gendron, Ivanhoe

90% Made-in-Canada. *100% Value.*

Canada Cycle & Motor Co., Ltd.

Montreal, Toronto, Weston, Ont., Winnipeg, Vancouver

If interested, tear out this page and keep with letters to be answered.

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅝	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills 42½%
Blacksmiths', ½-in. shank.. 27½%
Straight Shank 27½%
Straight Shank, wire..... 27½%
Taper Shank 27½%

DUSTERS, HAND

O-Cedar $9 00
Discount 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.....	50
Nov. 1, 1899.	%
Kearney Foot, Arcade....	50
J. Barton Smith, Eagle.....	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under. 30%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 70	0 80
B	0 28	0 39
C	0 18	0 28

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4- in. and under....	60%	..
4½-in. and larger ...	50%	....

4- in. and under, running thread, 30%

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..	$3 50
Under 40 lbs.	4 25
Ri-Treadle, each	7 00
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$ 9.00
No. 33	10 70
No. 2½	11 15
No. 3	11 70

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 00
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE Doz.

Sisal, 7-16 in.	$24 75
Do., 9-16 in.	37 50
Jute, 7-16 in.	24 75
Do., 9-16 in.	37 50

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt..$19 25
Under 5 lbs. 24 00
Masons, 5 lbs. and over, per cwt. 22 00
Masons, 5 lbs. and under... 27 00
Napping, up to 5 lbs. ....
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00
Storm King and safety hangers, doz.	14 00
Steel track, 1¼ in.	.....

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Glower Heater	9 00
Heatray Heater	11 00

Discount 25%.

Majestic, 1 Burner	$10 00
Majestic, 2 Burner	15 00

Discount 27½%.

Universal	13 80

Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.....	$4 90	$6 75
No. 3, per doz.....	5 00	7 00
No. 4, per doz.....	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller Less 20c.
Light iron ...	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron..	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel...	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only).	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft....$23 00	
Corrugated, ⅝ in., 100 ft....	26 00
Corrugated, ¾ in.	29 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 8 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickelplated, set	2 30
Mrs. Potts, handles, japanned, doz.	2 05
Sad irons, common, plain, 3, 4 and 5 lbs.....	9 20
Sad irons, plain, 6 lbs. up..	7 00
Sad irons, common, plated.	5 50

F.o.b. Montreal, Toronto, London. Hamilton.

KNIVES, HAY

Spear Point	$16 50
Lightning	15 00
Heath's	15 00

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only....	0 40
Shelf Lock, 4 to 8 ft. only..	0 30

Single and Fruit Picking

10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 30	$0 30
36 to 40 ft.....	0 33	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 38
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs 2 10-4 20	

F.o.b. Toronto, Hamilton, London. Montreal.

LANTERN GLOBES Dozen

Cold blast, short	1 20
Cold blast 1 00	1 10

3 doz. cases, $1.10 doz.; 6 doz. cases, $1.10 doz.

Cold blast, genuine ruby....$4 75
F.o.b. Toronto, London. Hamilton and Montreal.

LATCHES Per doz.

Steel Thumb, No. 2	$2 25
Steel Thumb, No. 3	2 00
Steel Thumb, No. 4.....	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 50
Noiseless	16 25
Hamilton	13 50
Peerless	13 00
Snowball	18 75
Momentum	20 25
New Century, style A.....	18 00
New Century, style B.....	20 00
New Century Electric.....	155 00
Playtime, engine drive	26 00
Ideal Power	27 00
Seafom, electric, style A ..	120 00
Seafoam, engine drive	55 00
Sunshine	10 [illegible]
Popular No. 2	12 50
Economic	
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand.....	12 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	115 50
Low pressure water motor asher, each	28 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor Vacuum	26 00
Patriot	23 00
Jubilee	11 25
Canada First	23 00

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz

Tinsmiths, 2½ x 5½ in.....$2.40	
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz. $14 25	
Pick, doz. 14 25	

F.o.b. Montreal, Toronto, London Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS Doz. Net

Liquid Veneer	$14 00
O-Cedar, less handle	12 60
Do., with handle	14 70
S. W. Mops, complete.....	6 00
Mop Sticks, No. 8	2 00
Cast Head Mop	2 00
Crescent, No. 10 ..... 2 85	3 35
Crank wringing 8 25-	9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	25%
Empress	25%
Mayflower	25%
Star, Ontario, Daisy	25%

	Each, Net
Brockville K	Plus 10%
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	
6½ to 12-inch-2 Ga. and heavier. 25c over base.			

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $5.75 base; Toronto, $6.10.

F.o.b. Montreal, $5.85 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur Fort William, $6.00 base, f.o.b. factory; no freight allowance

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 50% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.35; London, $7.50 base; Toronto, $6.85.

Roofing Nails — American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.

London—Kegs, $10.75; 25-lb. box, F.o.b. Montreal, Toronto, Hamilton. $11.75.

When paint dries flat in spots—

You have seen a paint job which when dry showed flat finished spots and have no doubt wondered what caused it.

One reason is the oil used in the manufacture of the paint.

The oil, if linseed oil, has been made with the idea of getting every vestige of oil possible from the flax seed, even at the expense of the quality of the finished product.

There is a point in pressing the seed where the oil which is extended is a mucilageous substance. This in oil is most detrimental to the quality and causes the flat spots in a paint job.

Livingston Brand Oil never contains this matter. This is one of the reasons for Livingston Brand quality.

NOTE—This mucilageous matter left in oil cake meal enhances its value as a fattener. That's why Livingston Brand Oil Cake Meal is always highest quality.

The Kind Your Grandfather Used

The Dominion Linseed Oil Company, Limited

BADEN MONTREAL TORONTO WINNIPEG

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 50
No. 6	6 25
No. 7	6 00
No. 8	5 75
Nos. 9 to 12	5 50

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 16-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1-in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Best (American)	$23 70
Clipper (spun)	23 70
Clipper (unspun)	22 00
U.S. Navy (spun)	.....
U.S. Navy (unspun)	.....
Plumbers' (spun)	11 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 26½
Palacine, gal.	0 29½
Gasoline, net, gal.	0 87
	Gallon
Black oil (summer)	0 20½
Black oil (winer)	0 21
Imperial Kerosene tractor	1 25
Capital, cylinder	0 82½
Machine oil, regular grades	0 47½
Standard gas engine oil...	0 52
Paraffine	0 31

List, less 15% on above.

Polarine Oil, list	1 25
Polarine Oil, heavy, list..	1 25
Polarine A, list	1 25
Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 85
Gargoyle Mobiloil BB	1 80
Gargoyle Mobiloil A	1 60

List, less 25% on above.

Fuel oil, bbls. net	0 18
Fuel oil tank cars, net	0 16

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER

	Per 400-ft. roll Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 40	
Dry Fibre, No. 2, Anchor	0 95	
Tarred Fibre, Anchor, No. 1..	1 50	
Tarred Fibre, Anchor, No. 2..	1 12	
Rosin Sized Sheeting, blue..	1 10	
Surprise Fibre	0 97	
"Stag" Sheathing	0 97	
Tarred felt, per cwt.— 7, 10 and 16-oz.	5 55	
Cyclone (dry)	1 40	
Cyclone (tarred)	1 50	
Joliette (sheathing)	0 95	
Joliette (tarred)	1 12	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	**0 12**	**13½**
Carpet Felt, 16, 20, 24 oz., 100 lbs.		8 00
Straw, sheathing, heavy, dry, cwt.		5 30
Do., tarred, per cwt.		5 45

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—

	Montreal	Toronto
5 to 6 lbs., doz....	11 50	11 80
6 to 7 lbs., doz....	12 50	12 80
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	2 00
4 gross (cartons). 4-in.	2 00
Spring, 2 grs. box	1 75

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 44—April 8, 1920

Standard Buttweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 13	7 26	5 43	7 56
⅜ in..	5 13	7 26	5 43	7 56
½ in..	6 84	8 42	7 27	8 84
¾ in..	8 45	10 58	9 03	11 16
1 in..	12 50	15 64	13 35	16 49
1¼ in..	16 91	21 16	18 06	22 31
1½ in..	20 21	25 30	21 59	26 68
2 in..	27 20	34 04	29 05	35 89
2½ in..	43 00	53 82	.....	.....
3 in..	56 23	70 38	.....	.....
3½ in..	71 30	88 32	.....	.....
4 in..	84 48	104 64	.....	.....

Standard Lapweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$30 90	$37 74	$34 60	$41 44
2½ in..	45 34	56 16	51 19	62 01
3 in..	59 29	73 44	66 94	81 09
3½ in..	73 14	90 16	82 34	99 36
4 in..	86 66	106 82	97 56	117 72
4½ in..	0 98	1 23	1 24	1 49
5 in..	1 15	1 44	1 44	1 73
6 in..	1 49	1 86	1 87	2 25
7 in..	1 94	2 43	2 42	2 90
8L in..	2 04	2 55	2 54	3 05
8 in..	2 35	2 94	2 92	3 51
9 in..	2 81	3 52	3 50	4 21
10L in..	2 61	3 26	3 25	3 90
10 in..	3 36	4 20	4 18	5 03

Terms. 2% 30 days, approved credit.

Freight equalized on Chatham. Guelph, Hamilton, London, Montreal, Toronto. Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 5% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	**15%**
Medium and extra heavy pipe, **2, 3, 5 and 6**	**10%**
Medium and extra heavy fittings, **2 to 6 inch**	**25%**
8 inch pipe and fittings	**5%**

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl....	$10.00-$10 50
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	**Montreal,**	**Toronto**
Ordinary, 52 sheets..	$9 25	....
Do., 60 sheets	9 35	....

PLATES, COKE, TIN

	Tor.	Mont. Per box
IC, 20x28 112 sheets.	....	27 00
IX, 20x28 112 sheets.	....	30 00
IXX, 20x28 112 sheets.	....	33 00
IXXX, 20x28 56 sheets.	....	18 00

"DOMINION CROWN BEST"—
DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets	$24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40
No.		Each
70		$6 75
80		6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¾-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$2 80
Samson, 2-ply, roll	3 25
Samson, 3-ply, roll	3 80

	Mont.	Toronto
Everlastic, 1 ply	$2 25	$2 25
Everlastic, 2 ply	2 65	2 65
Everlastic, 3 ply	3 05	3 05
Panamoid, 1 ply	2 15	2 10
Panamoid, 2 ply	2 50	2 45
Panamoid, 3 ply	2 90	2 80
Red Star, 2 ply	2 05	2 10
Red Star, 3 ply	2 45	2 50
Liquid roofing coating, per gal., in barrels		0 60
5 and 10 gal. lots, per gal...		0 75
1 gal. cans, gallon, doz.		10 20
Coal Tar (refined), bbl.		8 50
Coal Tar (crude)		7 25

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis ...	28
Sisal basis	**22½**

Above quotations **are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in. ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.**

Single lath yarn basis	**22½**
Double lath yarn	23
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis ..	50
Hemp, tarred ratline basis ..	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 94
Do., ¼ in. and up	0 92½

F.o.b. Toronto, Montreal, London, Brantford, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85
	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 7 25	$ 25
10 lb.	9 75	25
240 lb.	16 50	75
600 lb.	37 00	1 00
1200 lb.	46 00	1 50
2000 lb.	65 00	2 00
2000 lb. Drop lever	74 00	2 00

Champion, discount 10%; standard scales, discount 10% off standard list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	[illegible]

Saves Slitting

Paper and Cloth

Save Time and Material

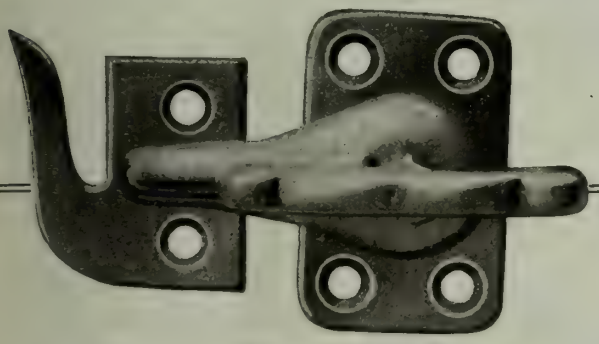
Carbalox Convenient Rolls hold a leading place in cutting ability. This wonderfully hard mineral is extensively used for Polished Bearings and Boxes in Metals, Aluminum, Brass, Copper and Steel Work.

It aids in reducing cost of production. The workman with a convenient roll at hand need waste neither time nor material in his efforts to produce the best results.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania



No. 200

Casement Fastener

There will be a decided increase in the building trade this Spring. New houses will need new fixtures, for "built in" cupboards, bookcases and all similar door and window sets. Casement fasteners will fill all these requirements.

We manufacture Furniture Trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash, Push and Pull Plates, House Numbers, Door Knockers, Casement Adjuster, etc.

The Stratford Brass Co., Limited

Beatty Bros. Limited Bulletin

The photo above shows Mr. J. M. Thompson, the manager of Beatty Bros. Limited branch in Winnipeg.

The people of Winnipeg have shown very great appreciation of the Time Saver Washer and the same is true of the entire West.

Mr. Thompson managed our first Western Branch when it was established in Brandon and later took charge when it was moved to Winnipeg. In length of service Mr. Thompson is one of the oldest members of Beatty Bros.' staff, and is well known and liked throughout the West.

The Finish Sells It

Your customers may not know much about washing machines. The mechanical details are not what attract them in the first place.

The first thing the customer notices is the finish of the washer. That catches the attention first and it is important to have it attractive.

The BT Time Saver Electric Washer and Wringer is not only a great time and labor-saver. It could be those things and still not impress your customers by its appearance. But, as well as doing beautiful work and giving splendid service—**It looks attractive.**

The cypress lumber is the best we can get. The finish is sprayed on the machine and only the highest grade materials are used. Metal parts are finished in grey and gold. The trade mark is in yellow and red and the tub is highly finished in the natural colors of the wood.

Your customer must be **attracted** before they can be **interested.** They cannot fail to be attracted by the beautiful finish on the Time Saver. The finish makes it easy to sell.

BEATTY BROS. LIMITED

Fergus, Ont. Winnipeg Montreal
Vancouver London, Ont. Edmonton
St. John, N.B. London, Eng.

If interested, tear out this page and keep with letters to be answered.

SCREWS, WOOD BENCH

Dozen $7 00

SCYTHES Doz.

Cast Steel	$17 25
Golden Clipper	18 20
Little Giant	19 25
Bush	17 75

SNATHS Doz.

00 Patent	$15 50
1 loop	14 90
2 loops	14 30
3 loops	13 10
Bush	16 10

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$12 00	$11 50
26 gauge	11 75	11 25
24 gauge	11 15	10 65
22 gauge	10 80	9 80
20 gauge	....	9 35
18 and 20 ga.	10 10	....

F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report

SPOUTS, SAP

Eureka ,per M $16 15

STANDS, WASHTUB—

Reversible Drip, each $2.25

STAPLES (Fence—Galvanized)

Bright	6 10
Kegs	7 10

STOVES

Oil Burning Cooking — List each

Perfection No. 32, 2-burner..$25 50

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE

Hercules, doz. $3 60

SWEEPERS—

Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b. b.	$ 62 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	47 00
Grand, jap., cyco b.b.	68 00
Grand Rapids, nick., cyco b.b	58 00
Grand Rapids, jap., cyco b.b.	52 00
Parlor Queen, nick., cyco b.b	64 00
Princess, nick., cyco b.b	60 00
Standard, jap. fittings	48 00
Universal, Jap., cyco bear.	50 00
Universal, nick., cyco bear.	56 00

F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, nickeled	$124 00
Household, japanned	110 00
Superba, nickeled	140 00

SWINGS, Ontario...........$10 00

TACKS Discount

Wire Tacks	70%
Revised Hardware Tack List adopted Jan. 30, 1920	70%
Double-pointed tacks	65-10%
Shoe findings list adopted Dec. 15, 1919	Net list
List of Capped Goods adopted Jan. 1, 1916	70%

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 80
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 44
Upright, with rack	6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10%

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	..
Hollow Back Scoops	35	..	35
Sand Shovels	35	..	35
Hollow Back Shovels	35	..	35
Hollow Back Coal Shovels	35	..	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	..	..

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen. F.O.B. factory only.

Perfection, No. 33, 3-burner	31 00
Perfection No. 34, 4-burner	40 00
No. 22G oven for above stoves	9 00

Discount, 30% off list.

McClary Glass Front Oven No. 70, each, net	5 00
Detroit Glass Front Oven, No. 85, each, net	....

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters — List

No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.

off new list. Samson, ... discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	add 5% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1 Giant, doz.	3 50
Jump, No. 1	3 70

Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE BINDERS Per ft.

500 feet	$0 17¾
550 feet	0 19¼
600 feet	0 20¾
650 feet	0 21¾

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	1 00
Cones, 3-ply, lb.	0 96
Do., 4-ply, lb.	....

VALVES AND COCKS

Compression work—Standard	25%
High grade	24%
Fuller work—Standard	34%
Basin cocks, No. 0—Standard	23%
Nos. 1 and 2	23%
Bath cocks—Compression	30%
Flatway stop and waste cocks, Standard	32%
Roundway stop and waste cocks—Standard	32%
Brass steam cocks, standard	Net list
Radiator valves—Standard	15%
Do., removable seat	10%
Globe, angle and check valves, standard	5-9%
Gate or Straightway	Net
Jenkins Gate Valve	10%
Standard Gate	list plus 5%
Jenkins Globe	list plus 20%

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 65	0 90
1½	0 80	1 20
2	1 10	1 75

Penberthy Brass Valves

Compodisk Valves	net list
Gate Valves	5 and 2½%
Regrinding Valves	add 5%
Swing Check Valves	add 7½%

WARES, ETC.

Britannic, advance 50%.
Scotch Grey Ware, 45 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, list, plus 10%
Canada Ware, list, plus 10%.
Crescent, 45% and 5%.
Diamond, plus 10%.
White Ware, 40%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%.
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, plus 25%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%
Tinners' Trimmings, general, list. plus 20%.
Factory Milk Cans, list plus 50%
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 33 1-3%
Pieced Ware, ordinary, list, plus 50%.
Pieced Tinware, C.B., list, plus 70%.
Fry pans, Acme, 20%.
Fry pans, Quick Meal, plus 15%.
Spiders, steel, plus 15%.
Fire Shovels, japanned, list, plus 33 1-3%.
Steel Sinks, galv'zed, list plus 25%.
Steel Sinks, painted, list plus 25%.
Light Galv. Pails and Tubs, list plus 40%.
Heavy Galv. Pails and Tubs, list plus 30%.
Hollow ware, add 25%.
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus, 50%.
Galv. Coal Hods, list, plus 65%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15%.
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 50%.
Copper Tea and Coffee Pots, list plus 50%.
Stove and other Pipe, list, plus 60%
Stove Pipe Thimbles, 40%.
Stove Pipe Elbows, black and galv., list, plus 33 1-3%.
F.O.B. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 30% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs.	$5 00	$5 60	$6 25
Section, ½ lb., per 100 lbs.	5 00	6 20	6 25
Solid, 3 to 30 lbs., per cwt.	3 40	4 90	5 25

WHEELBARROWS

Navvy, steel wheel, doz.	$81 00
Garden Steel, doz.	72 00
Light Garden, doz.	88 00

F.O.B. Montreal, Toronto, London

WIRE PRODUCTS

Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 .
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Bright base	6 00
Annealed base	6 15

Galvanized price on application.
Coil spring on application.
Barb wire on application.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire

No. 18	$9 00
No. 19	9 50

Fine wire, list plus 30%.

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 35%.
Canadian discount, 45%.

WRINGERS, CLOTHES

Domestic, No. 531E	$120 80
Dom. Bench, No. 541EB	165 50
Favorite, No. 511E	111 80
Favorite, No. 512	118 20
Royal Canadian, No. 151	92 80
Favorite No. 514	138 50
Ottawa, No. 331E	109 30
Ottawa, Bench, No. 341EB	154 00
Challenge, No. 311E	100 30
Warranty	120 80
Bicycle	109 30
Safety	103 50
Eze	99 80
Rapid	90 80

Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

TINKER TOM'S TALKS.

No. 260

The "Outlaw Strike"

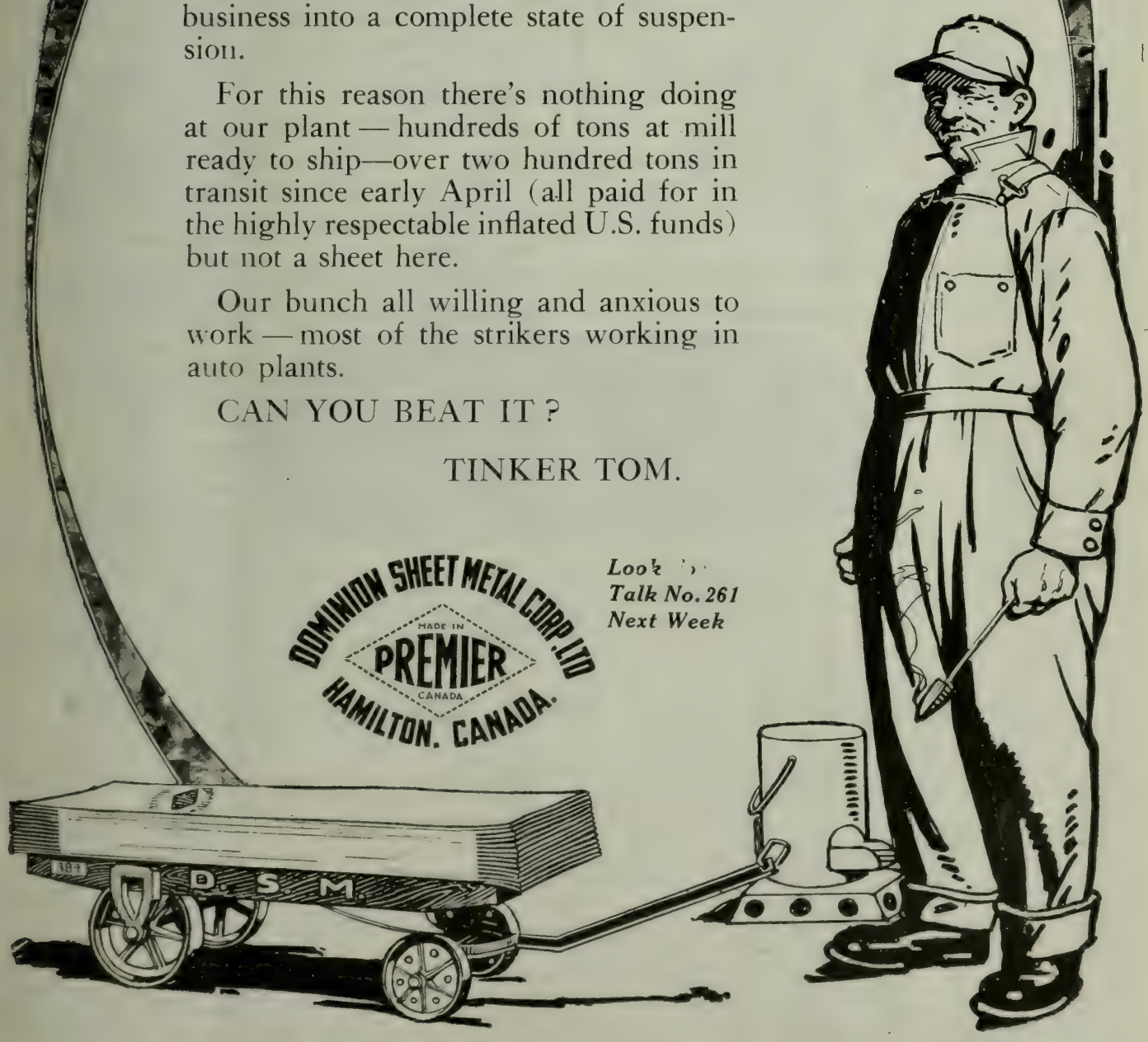
is the latest aggravation. Railroad men in the mill district striking and throwing business into a complete state of suspension.

For this reason there's nothing doing at our plant — hundreds of tons at mill ready to ship—over two hundred tons in transit since early April (all paid for in the highly respectable inflated U.S. funds) but not a sheet here.

Our bunch all willing and anxious to work — most of the strikers working in auto plants.

CAN YOU BEAT IT?

TINKER TOM.



DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.

Look for
Talk No. 261
Next Week

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Montreal, Toronto, London.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	05-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	05-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	15½-19
Chrome green, pure	31-35
Chrome yellow	25-41
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	..-07
Lamp black	31-32
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	..-30
Golden ocre, 100-lb. kegs	..-09
White ocre, 100-lb. kegs	..-06
Do., barrels	..-05
Yellow ochre, barrels	04-05½
French ochre, barrels	..-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls.	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 00
Duralite	7 50
B-H "White" Enamel	8 00
C.P, Co. Albagloss	6 80
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	6 90
Hillcrest	7 00

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	..-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00
Discount.	

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 35
91 to 94	....	49 30
95 to 100	....	63 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.

Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS

Zinc coated, ½ and ¼ lb. packages, 22c lb.

F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 35
Red Seal	20 00	20 35
O.P.W. English	20 00	20 60
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $23; Toronto, $23.40.

LEAD (RED DRY)		Per 100 lbs.
Genuine, 560-lb. casks	....	$14 50
Genuine, 100-lb. casks	....	15 50
Less quantity	....	17 00
Genuine Eng. casks	....	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)	....	.....
25s	0 34½	....
10s	0 35	....
5s	0 36	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL

For prices see weekly report.

LITHARGE

Tons or over (cwt.)	$14 00
Smaller lots (cwt.)	15 00

LIUIQD, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.50- 7.00

F.o.b. Montreal, Toronto

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 10
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 75
½ bbls., gal.	0 80	0 80
5s and 10s gal.	0 90	0 90
1s (per case of 1 doz.)	10 45	10 50
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	....	2 35
Crates 12 doz., 8 oz.	....	2 10
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-½ bbls., gal.	[illegible]	[illegible]
Carbosota Liquid Creosote Oil—		
Barrels	0 55	0 55
Half barrels	0 60	0 60
5s and 10s,, gal.	0 70	0 70
1s (case 12 gals.), cs.	8 25	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN (100-lb. lots.)	Per lb.
In barrels, about 600 lbs.	0 52
In kegs, about 250 lbs.	0 52½
In 50 lb. and 100 lb. drums	0 53
In 25 lb. drums	0 54
In 1-lb. packets	0 56
In ½ lb. packets	0 58
1 lb. tins	0 58
½ lb. tins	0 60

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY

See Weekly Report.

ROSIN

Barrels, 100 lbs.	$12 00
Less, per lb.	0 14

SHELLAC	Pure white	Pure orange
Per bbl.	$9 75	$9 00
Gal. jugs	10 05-10 15	9 30-9 40

F.O.B. Toronto, London, Montreal.

NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

TAR	Mont.	Toronto
Coal Tar, refined	8 25	8 50
Coal Har, crude	7 00	7 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	[illegible]
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$1 50
O.P.W.	1 60
Anchor	1 40

No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins. $1.57-$2.65.

B.-H. Floor	4 80
B.-H. Maritime Spar	6 08
B.-H. Hard Oil	3 24
B.H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 45
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 12½
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	5 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.) 5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20

WASTE

Cream, Polishing	$0 28

WHITE

XXX	0 22½	XXX	0 24
XX	0 20½	XX, grad	0 22½
X	0 18½	XLCR	0 21
XC	0 17½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 5	0 16¾	Fancy	0 19
No. 1	0 16½	Lion	0 17
No. 7	0 15	Standard	0 15
No. 1A	0 13¾	Popular	0 13
No. 1B	0 11¾	Keen	0 11

Above lines subject to trade discount for quality.

WAX	Per lb
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 70
Jamieson's liquid wax, gal.	3 50
Gold Medal	0 42
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2 75
Gilders, bolted, in bbls.	$3 00

Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	3 75

F.o.b. Montreal, Toronto London.

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.

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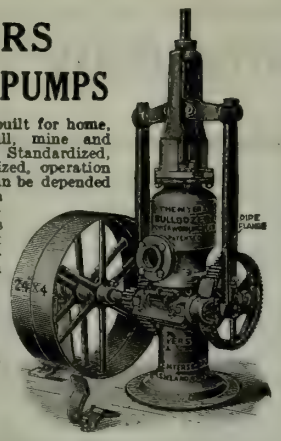

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

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FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

THE GOOD QUALITY OF LONDON BAR IRON

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EVER-INCREASING DEMAND.

We regret our inability to serve the many new firms who are offering us their business, and wish to assure our old friends that we are doing our best to keep pace with their increasing demands.

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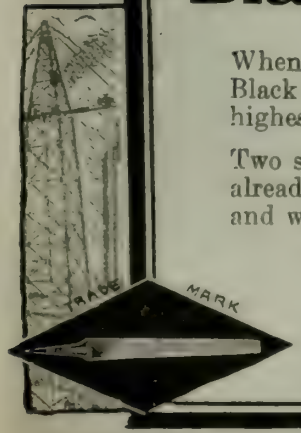
BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., LIMITED
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TOKONTO

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works
G. & H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
35/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester Ammunition, 37½% off Dominion List.

Dominion Ammunition—Discount 30% off Dominion List.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16......	$6 00	18/16.....	$12 00
4........	5 00	19........	14 00
5........	5 00	20........	14 00
6........	5 00	21........	16 00
7........	5 00	22........	16 00
8........	5 00	23........	18 00
9........	6 00	24........	18 00
10........	6 00	25........	21 00
11........	7 00	26........	21 00
12	7 00	27........	24 00
13........	8 25	28........	24 00
14........	8 25	29........	27 00
15........	9 50	30........	27 00
16........	9 50	31........	30 00
17........	12 00	32........	30 00

Discounts from standard list prices

Irwin ....25% on list

Gilmour ....10% on list

AXES

Single Bit	$16 25	$18 00
Double Bit	.....	23 50
Broad Axes	.....	65 00

AXES, BENCH

No. 2	$20 00
No. 3	22 50
No. 4	24 50
No. 5	27 00
No. 6	30 00

BAR IRON

Bar Iron—Round and square, ⅜-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double' 'list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, net list; over 6 inch, 10% adv.; 7-16 inch and larger, 10% adv.; machine ⅜ and under, up to 4 inch, 5%; over 4 inch, 10% adv.; 7-16 and over, 10% adv., machine set screws, 25%; plough bolts, 5% adv.; stove bolts, 45%; shaft bolts, 12½% on; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CHAIN

Coil, 3-16 in., $19.00; ¼in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25%.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHURNS

Barrel, No. 0, $10.50; No. 1, $10.50; No. 2, $11.50; No. 3, $12.50; No. 4, $14.50 each.

CLEVISES, MALL. 18½c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 95
Lookout	1 00
Sleepmeter	2 75

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ....$1.08 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8.00; 12 in., $9.40; 15 in., $12.90.

Conductor pipe, 2 in., per 100 ft., $8.40; 3 in., $10.15; 4 in., $13.40; 5 in., $18.20.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 25%

FITTINGS—Malleable

Class A	50-10%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.... .	10%
Nipples 4" and under.......	70%

FRY PANS

	Each
Cast iron, No. 8..........	$1 05
No. 9..........	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in..........	$18 60	$24 75
26 to 40-in..........	20 30	24 75
41 to 50 in..........	21 85	25 00
51 to 60-in..........	22 85	28 75
61 to 70-in..........	24 55	30 45

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz.
Short Pattern	$1 20
Cold Blast, regular	1 20

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs............	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

HINGES, SPRING

	Doz.
No. 200, jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng..........	$12 75
28 Am. or 26 Eng.	12 35
26 Am. or 26 Eng.	12 05
24	11 90
22	11 90
18 and 20	11 75
16	11 60

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

Mrs. Pott's No. 55, set.......$2 00

Mrs. Pott's No. 50, set....... 2 15

Mrs. Pott's common sad iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$15 00
Lightning	$15,00

LANTERNS

Cold Blast

No. 2, plain	$13 00
No. 25, Dash-board	.....
Short Globe, doz...........	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 00
Barn Door	
5	3 00
8	3 48
9	4 88

LEAD PIPE, $16.66.

LEAD WASTE, $17.46.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	......
New Century B	......
New Idea	......
Snowball	......

Prices on application.

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

	Doz.
O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 50
Mop Handles	2 10

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 [illegible]
Daisy	6 60	6 8[illegible]
Star	7 50	[illegible]

NAILS

Wire, f.o.b. Fort William, $6.25 base; Winnipeg, $6.75. Cut, f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in...........	$6 65
30 in...........	8 93
36 in...........	10 50

NUTS

Square, small lots, blank, $5.00; tapped, $5.25 advance on list; Hexagon, small lots, blank, $5.25, tapped, $5.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs...$13 00

Clipper, unspun, bale 50 lbs. 12 25

Plumbers', bale 50 lbs....... 6 75

OILS

Wm. Pen motor oil, $1.28; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 50c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro .. 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS, PREPARED

(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors..	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 25	1 10
Cyclone	1 40	1 53
Navy	....	....
Triumph	1 50	1 70

PIPE, WROUGHT.

Per 100 ft.	Buttweld, Steel Blk.	Galv.	Gen. Wrot. Iron Blk.	Galv.
⅛ in..	$ 6 50	$ 8 50	$.....	$
¼ in..	4 92	7 05	5 67	8 01
⅜ in..	4 92	7 05	6 81	8 15
½ in..	6 55	8 12	7 74	9 45
¾ in..	8 05	10 18	9 59	11 84
1 in..	11 90	15 05	14 18	17 55
1¼ in..	16 10	20 36	19 17	23 76
1½ in..	19 25	24 34	22 91	28 40
2 in..	25 90	32 75	30 83	38 25
2½ in..	40 95	51 77	50 00	62 00
3 in..	53 55	67 70	65 39	81 09
3½ in..	68 08	85 10	82 65	101 75
4 in..	80 66	100 83	98 10	120 51
4½ in..	.....	.....	114 30	141 84
5 in..	.....	.....	138 19	165 38
6 in..	.....	.....	172 89	214 58

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.25; 18 x 24, ordinary, $11.25; 20 x 28, ordinary, $11.50.

For Every Room

SILKSTONE

REGISTERED TRADE MARK

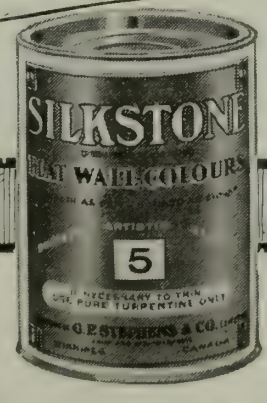
Flat Wall Colours

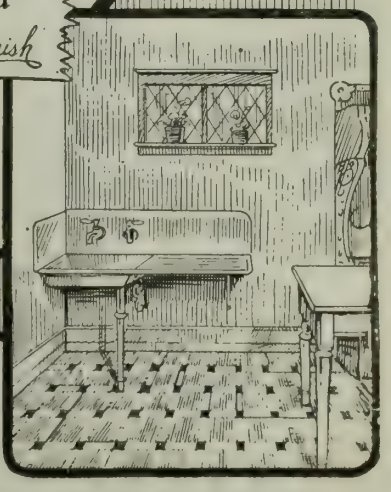
—beautiful, artistic colours that are suitable for every room in the house. Silkstone is not affected by steam or moisture and on account of its perfect uniformity, may be matched at any time. The twenty-five shades offer you an unlimited range of decorative schemes.

Nearest *Stephens'* agent will be glad to estimate quantity and cost for you. Ask him for Color Card.

G. F. Stephens & Co., Limited
Paint and Varnish Makers
WINNIPEG CALGARY EDMONTON

"Save the surface and you save all" *Paint & Varnish*





The demand for Stephens Paints is daily increasing through the influence of advertisements such as the one herewith, which are appearing in the leading Farm Journals, including—Winnipeg Grain Growers' Guide; Farmers' Advocate; Nor'-West Farmer; Weekly Free Press; Weekly Telegram; Western Home Monthly; Calgary Farm & Ranch Review; Montreal Family Herald & Weekly Star.

An unusual opportunity is presented to dealers to increase their paint sales and gain the goodwill of their customers, by keeping a full stock of Stephens Paints, and having them well displayed, in their store.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

POLISH

O-Cedar—	Doz.
4-oz.	$ 2 10
12-oz.	4 20
1-quart	10 50
½-gal.	16 80
1-gal.	25 20
Liquid Veneer—	
4 oz.	2 40
12 oz.	4 80
1 quart	10 00
1 gal.	2 34
Bon Ton—	
¼-pints	1 35
½-pints	2 10
Pints	3 25
Quarts	5 10
½-gals.	9 00
Gals.	15 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 35
No. 158, gal. 5" wheel	5 72

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. tins	16¾

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE—

British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in, ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.

Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.

Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.

Lath Yarn, 24¾c.

Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90
B. & A.—		
00, 0	$0 41	$7 10
½	0 43	7 55
1	0 48	8 55
1½	0 52	9 95
2	0 58	11 50
2½	0 75	13 25
3	0 85	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 62½% flat head, 65%; oval head. 62½%; round head, 47½%; flat head brass, 50%; coach, 85%.

Set Screws, 25%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	17 75
Excelsior	.....
Cast	17 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	13 25
Bush	15 00

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 50
14 gauge	9 50
16 gauge	9 60
18-20 gauge	9 80
22-24 gauge	9 85
26 gauge	9 90
28 gauge	10 00

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japenned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 48 to 49c.

SPIKES — BOAT

Pressed, ¼-in., $10.55; 5/16, $9.80; ⅜, $9; ½, $8.75.

STAPLES

Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William. $7.40 Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow. $16.00; angle, $6.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring. $6.00; machine, $8.00 base; tire. 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	6 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	1 00
Cotton, 4-ply, cones	1 00
Cotton, 4-ply, balls	1 02

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 20-20-10% discount.
Colonial Imperial, Pearl, 12½% discount.
Premier, Canada, Diamond, plus 18%.
Whitewear, 30-7½%.
Japanned Ware, list, plus 37½%.
Japanned Ware, white, list, plus 47½%.
Japanned Sprinklers, list plus 37½%.
Stamped Ware, plain, 30-15% discount.
Stamped Ware, retinned, 20-20% discount.
Pieced Tinware, ordinary, list, plu. 64%.
Pieced Tinware, copper bottoms, list plus 83½%.
Sheetiron Ware, list plus 46%.
Light Galvanized Pails, plus 52½%.
Tubs—
Light, plus 52½%.
Heavy, 41½%.
Pails and Tubs, plus 41%.
Jap. Coal Hods, list plus 62%.
Galvanized Coal Hods, list plus 77%

WASHERS—

Size	Case lots	Less
3/16 in.	$20 60	$21 10
¼ in.	18 08	18 58
5/16 in.	16 96	17 46
⅜ in.	15 70	16 20
7/16 in.	14 72	15 22
½ in.	14 16	14 66
9/16 in.	14 02	14 52
⅝ in.	13 88	14 38
¾ in.	13 74	14 24
⅞ in.	13 60	14 10
1 in.	13 60	14 10
1⅛ in.	13 60	14 10
1¼ in.	13 88	14 38
1⅜ in.	13 88	14 38
1 7-16 in.	12 05	12 55
1½ in.	12 05	12 55

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WIRE — BARB

Lyman, 4-point, $6.00 Winnipeg; Glidden Cattle, 2-pt., $5.80 Winnipeg; Baker, 2-pt., $5.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.50; No. 12, $6.65; coil spring, plain, Winnipeg, No. 9, $6.55; No. 12, $6.70.

Patented screen in 100-ft. rolls. $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop. $7.75 Winnipeg, $7.25 Fort William.

Brass snare wire, per lb., 90c

WIRE — ANNEALED

No. 9, $6.75; No. 10, $6.81; No. 12, $7.35; No. 14, $7.55; No. 15, $7.70; No. 16, $7.85 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES — PIPE

Stillson—	
6 inch	$1 40
8 inch	1 55
10 inch	1 75
14 inch	2 45
18 inch	3 50
24 inch	5 05
36 inch	9 45
Trimo—	
10-inch	$1 81
14-inch	2 50
18-inch	3 63
24-inch	5 25

Always Ready	— Dozen— Black	N. P
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

When writing to Advertisers kindly mention this paper

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

ALLEN FLUX
NON-ACID—FOR SODERING

Allen Flux soders all metals makes a smooth, permanent joint. Special flux for aluminum. Put up in four forms—stick, paste, liquid, salts.

Write for samples and name of nearest dealer.

ALLEN-FLUX

Bissett & Webb
Limited
126 Lombard St.
Winnipeg, Canada

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.

Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.

PLEASE MENTION THIS PAPER WHEN WRITING ADVERTISERS

MEHASCO

Blackhawk Socket Wrenches

Made in Parker Rust Proof Finish. A complete line used by the Auto Motive Trade in general.

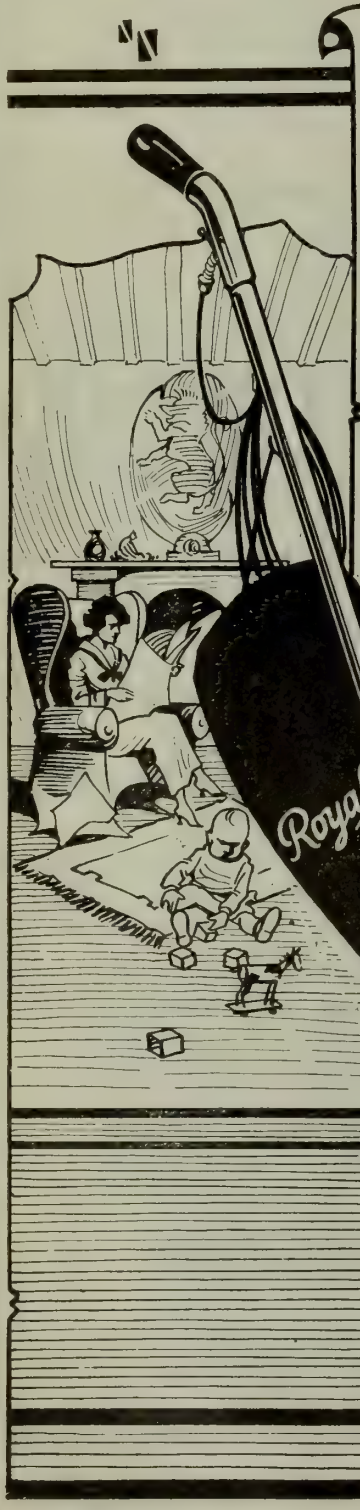
In addition to full line of Socket Sets we have in stock very attractive Dealers' Display Boards in nicely blending colors. The No. 400 Board is a special Ford Set of tools peculiar to the Ford users. The No. 600 Board has an assortment of one hundred Speeders ;and the 360 Board has an assortment of one hundred and eighty Tee and Offset Wrenches of use on all the different cars.

Every Wrench Guaranteed

Merchants' Hardware Specialties, Limited

Calgary

Let the Royal Prove its Merit in *Your* Store



THE real test of an electric cleaner is how well and easily it will do the work in the home. Will it get all the deeply imbedded dirt in the rug as well as lint, hair, threads and litter on the surface? Will it clean under the beds, close to the base-boards and in the out-of-the-way places?

Will it remove germ-laden dust and dirt lodged in draperies, upholstery, mattresses, walls, ceilings, closets, stairways and other un-get-at-able places?

Is it light in weight, easy to operate, economical and thorough?

To thousands of women the Royal has proven a household blessing because it satisfactorily answers all of these questions.

Just a touch of the handy switch on the handle, and the powerful, cleansing air stream is ready to save hours of heart-breaking, back-straining household drudgery.

Let us send a Royal to your store and let you try it yourself. A few minutes trial will convince you that it is the one vacuum cleaner for you to sell. There's a good profit too.

Great West Electric Co. Ltd., Winnipeg

ROYAL
QUALITY SERVICE
ELECTRIC CLEANER

Cleans by Air-Alone.

If interested, tear out this page and keep with letters to be answered.

The Trade Mark Behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Harvey Boltless Auto Springs

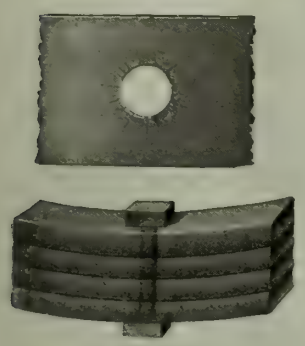


Fig. 1
Regular centre hole, punched cold, the usual way. Note invisible fractures in structure of steel, as shown by magnifying glass.

The Harvey guaranteed "Boltless" Auto Springs are unsurpassed. Made by the Patented Harvey Process. Built on a better principle that gives added strength and makes the Harvey a superior spring. For wearing and lasting qualities, no other can equal them. Your automotive accessories customers will be highly delighted with these reliable and durable Harvey Boltless Auto Springs. Remember, they are fully guaranteed.

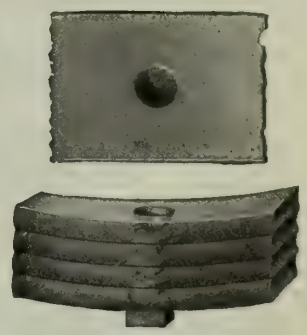


Fig. 2
The Harvey head is forged hot.
No metal is removed.
The fibre of the steel remains unbroken.

A Fast Selling Line for the Automotive Accessories Department

Display Rack

Made of selected hardwood. Well made and serviceable. Finished in natural wood 30 in. high. Will hold 12 springs. With this rack to display, play and a stock of replacements at hand, you will find it easy to sell the Harvey Springs. This "Silent Salesman" means money to you.

Model AA

Our Guarantee

We guarantee every Harvey Auto Spring against breakage or sagging for one year. Defective springs returned to us transportation prepaid, will be replaced without charge.

Write to-day for prices and full particulars. We are close-at-hand to give the Western dealer the utmost in service.

The J. H. Ashdown Hardware Co., Limited

Calgary **Winnipeg, Canada** **Saskatoon**

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co,, Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Alaminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn, Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
H W. Johns Manville Co., Toronto, Ont.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Auger Rings
The Crescent Co., Meriden, Conn.

Auto Accessories, Equipment and Supplies (Jobbers)
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Hurtubise, Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal Que.
Towe & Towe, London, Ont.
Samuel Trees & Co., Limited, Toronto.
Walker Vallance, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
The All-Way Mfg. Co., Toronto, Ont.
Apollo Plug Mfg. Co., Birmingham, Eng.
Auto Specialties Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Burrowes Mfg. Co., Toronto.
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
K-P Products Co., Inc, New York.
Ill. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
The Locktite Mfg. Co., Windsor, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
A. Schrader Sons, Inc., Toronto.
The Standex Corporation, Chicago, Ill.
The Star Specialty Mfg. Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Automobile Hoods (Ford)
Burrowes Mfg. Co., Toronto.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Tallman Brass & Metal Co., Hamilton.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont

Baits, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Beekeepers' Supplies
The Canadian Bee Supply & Honey Co., Ltd. Toronto.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Belting, Cotton
Campbell Agencies, Toronto.
Dominion Belting Co., Hamilton, Ont.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Northern Bolt, Screw & Wire Co., Owen Sound
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg, Man.

Bolts, Boiler Patch
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Coupling
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Bolts, Stay
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
Que.
The Renaud Motor Supply Co., Ltd., Montreal

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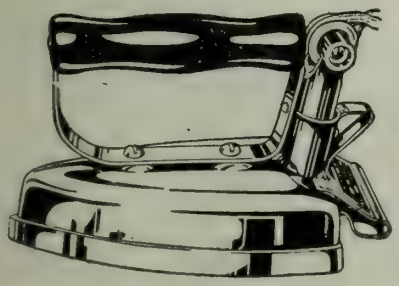

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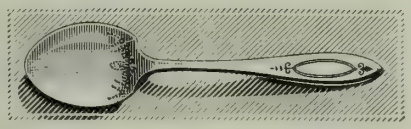

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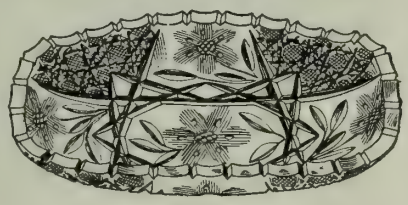

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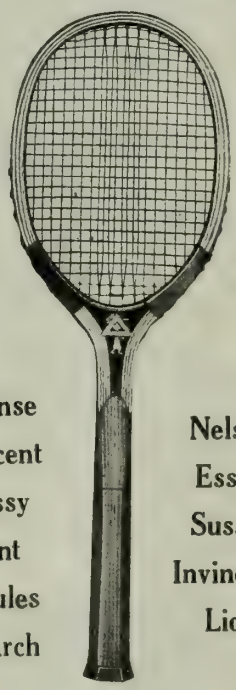

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THE BUYERS' GUIDE

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blacksmith Supplies
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughan & Bushnell, Chicago, Ill.

Brake Lining for Ford Cars
Adamson Mfg Co., Hamilton, nt.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Boot Blacking
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Box Strapping
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltr., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H. Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Carbon Reducers
The Dusthane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
The Dusthane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castings, Gray-iron
Canadian Stoves, Limited, Grimsby, Ont.
Que.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement
The Barrett Co., Ltd.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
John Cowan Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

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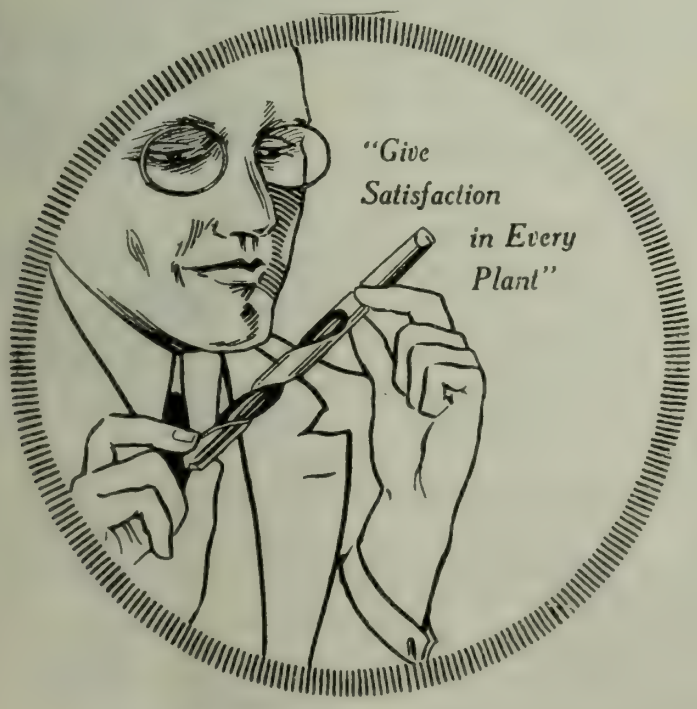

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A. R. Whittall Can Co., Ltd., Montreal.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cookers, Feed
Anthes Foundry Co, Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N. Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crucibles
Canadian Asbestos Co, Montreal, Que.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd, Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Cutters
Butterfield & Co., Inc., Rock Island, Que
Trimont Mfg. Co. Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Desks, School
Canada Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines,

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Dressings
Army & Navy Mfg. Products Regd., The, Montreal

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos Davidson Mfg. Co., Ltd., Montreal, Que
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielman Agencies, Ltd., Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Munderloh & Co., Ltd., Montreal, Que.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd. Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Engine Studs
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co, Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada. Ltd.. Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

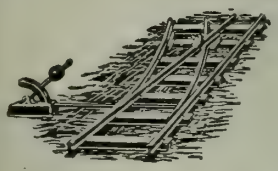
Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

G R

MINISTRY OF MUNITIONS



THE DISPOSAL BOARD HAVE

STOCKS

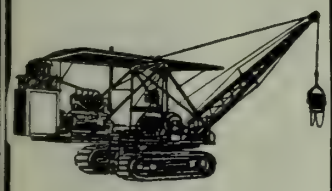
LYING IN THE UNITED KINGDOM

and

AVAILABLE FOR EXPORT

of

ENGINEERING STORES



Ferrous and Non-Ferrous Metals

Plant and Machinery

Steam Engines and Boilers

Factory Stores

Machine Tools

Railway Material

Contractors' Stores

Electrical Instruments and Machinery

Medical Stores

Chemical and Explosives

Motor Vehicles

Agricultural Machinery

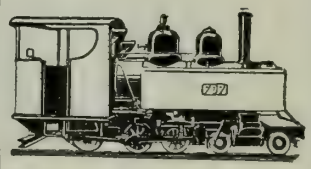
Aircraft

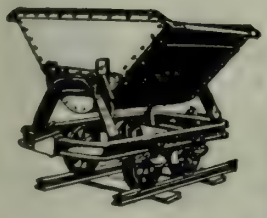
Furniture

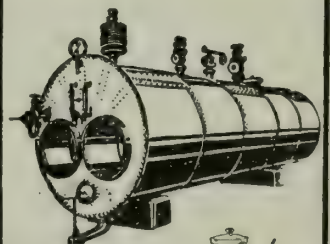
Textiles and Clothing

Boots and Leather Equipment

Motor Boats, etc., etc.

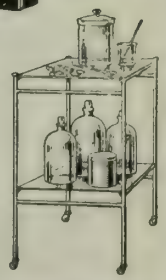






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Whitehall Place, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton-Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Wood Vallance Ltd., Winnipeg, Man.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal. Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Stoves, Limited, Grimsby, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Army & Navy Mfg. Products Regd., The, Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Limited, London.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Army & Navy Mfg. Products Regd., The, Montreal
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co. Ltd., Toronto.
The Vander Linde Rubber Co., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gauges
Browne & Sharp Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Williams & Co., J. H., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass Benders
Toronto Plate Glass Importing Co., Tornoto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Anton Mickelson Co. Ltd., Winnipeg, Man.

Graphites
Canada Asbestos Co., Montreal, Que.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal. Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.
Beatty Bros., Ltd., Fergus, Ont.
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinders, Bench, Tool and Sickle
The Star Specialty Mfg. Co., Chicago, Ill.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guards, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Browne & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport. Conn.
Browne & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

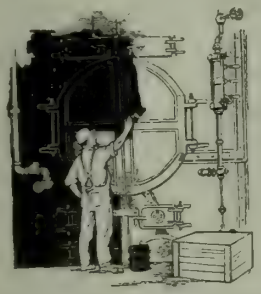
Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Barrett Roofings, Cements Industrial Paints etc.

ANY Product bearing the name of "Barrett" is first of all a quality article. It is also a fast seller because it insures customer satisfaction. The products described below are the result of long years of manufacturing experience and each of them is the best product on the market for its particular use.

Our advertising in the leading publications and newspapers is telling your trade that the Barrett trademark is always a sure pledge of dependability.



Everjet Elastic Carbon Paint

This high quality, moderately priced, protective carbon paint has the same base as the famous Barrett Specification Pitch. It is positively proof against weather, steam vapors, acids and alkalies. It can be used on either metal or wood and wears stubbornly under the most severe conditions.

Although Everjet Paint has been on the market less than ten years it is used extensively by railroads and large industrial concerns all over the Dominion.

It is particularly recommended for exposed metal surfaces such as machinery, farm implements, tin roofs, smokestacks, etc., as it gives perfect protection against rust—the greatest destroyer of metal.

Easy to apply and comes ready for use in the following sized containers: Barrels (about 40 gals.); ½ Barrels; 5 and 10-gal. cans and 1-gal. cans, Lithographed (cases of one dozen).

There is a big field for Everjet Paint in every community. You can recommend it to your customers with the utmost confidence.

Everlastic "Rubber" Roofing

The fastest selling roll roofing on the Canadian market. Low in price—high in quality—long in service—easy to lay—thoroughly waterproof. Comes in three weights, light (1-ply), medium (2-ply), heavy (3-ply). Rolls of 108 square feet. Nails and cement packed with each roll.

Everlastic Liquid Roofing Cement

The greatest material in the world for resurfacing worn-out felt and "Rubber" roofs. Comes all ready for use, is easy to apply and forms a smooth, durable, weather-proof coating which adds years of service to the old roofing at very small cost.

Put up in all sized packages from 1-pint cans to barrels of 40-gallons.

Elastigum Plastic Patching Cement

A tough, elastic, waterproof cement for general repair work and waterproofing purposes. Known as "The Elastic Cement of a Thousand Uses."

Unequalled for patching holes in roofs, repairing flashings and gutters, stuffing cornices, etc., etc.

Comes ready for use in 1-lb. tins (24 to the case); 5-lb. cans (12 to the case); 25-lb. packages; 1-lb. packages; ½ barrels of about 300 lbs., and barrels of about 600 lbs.

Creonoid (Fly Oil) Lice Destroyer and Cow Spray

An inexpensive and effective destroyer of flies, lice and vermin on livestock and poultry. Its use means healthier horses, fatter hogs and increased production of milk and eggs.

Creonoid is a sure and fast seller in every progressive farming community.

Comes in 1-gallon cans (12 to the case); 5 and 10-gallon cans; ½-barrels and barrels.

ST. JOHN, N. B. HALIFAX, N. S. SYDNEY, N. S. The Barrett Company LIMITED MONTREAL TORONTO WINNIPEG VANCOUVER

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Hand Taps
Wells Bros. of Canada, Galt.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
J. H. Still Mfg. Co., St Thomas

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kempass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
Th Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The John Cowan Co., Montreal, Que.
The Graselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont

Japans
Boston Varnish Co., Everett Station, Boston, Mass

Kalsomine Cleaner
Satinette Products Mfg., Co., The, Toronto,

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos Davidson Mfg. Co., Ltd., Montreal.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng
Jonathan Crookes & Son, Ltd., Sheffield, Eng
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Wiebusch & Hilger, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
National Stamping & Electric Works, Chicago, Ill
Spielmann Agencies, Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Leather Dressings
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Lead Irons
The A. B. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Inc., Philadelphia.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

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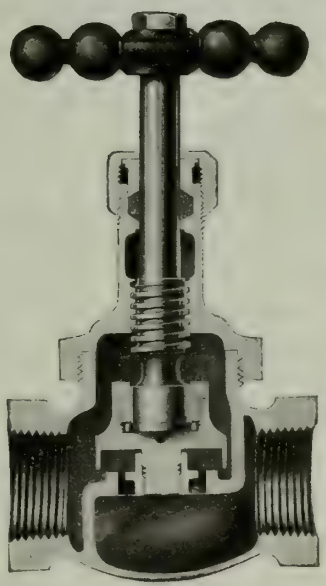

Fig. 550-S

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WINDSOR CANADA

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THE BUYERS' GUIDE

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont
The Hamilton Stove & Heater Co., Hamilton, Ont
White & Culquhoun, Glasgow, Scotland.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Magnesia Pipe Coverings
The Canadian Asbestos Co., Montreal, Que.

Manufacturers' Agents
C. C. Craig Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamplough & Co., Montreal.
G. T. Mumford, Winnipeg, Man.
David Phillip, Winnipeg, Man.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Marine Hardware
Scythes & Co., Ltd. Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Micrometers
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mills, End
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Milling Cutters
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbe Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London,

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Cold Pressed
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts of every Variety of Finish
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal
The Detroit Vapor Stove Co., Detroit, Mich.
National Enameling & Stamping Co., Chicago, Ill.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co, Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd,, Hull, Que.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Packings
The Canadian Asbestos Co., Montreal, Que.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 120 North State St., Chicago, Illinois.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.
The Barrett Co., Ltd.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Colts Patent Fire Arms, Hartford, Conn
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utilca, N.Y.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pins, Taper
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Alex. McArthur & Co., Ltd.

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With walls under 12" thick, use No. 1 or No. 4. Over 12", No. 2 or No. 5.

O-Rib-O Manufacturing Co.

Winneg, Manitoba

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Pliers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jno. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works Ltd., Hamilton, On

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.
"X" Laboratories, New York.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Sales Co., Toronto.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Reamers
Butterfield & Co., Rock Island, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Herold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Reds, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Browne & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works Niagara Falls, N.Y.

Saws, Back
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

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E. C. Atkins & Co., Hamilton, Ont.
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Henry Disston & Sons, Inc., Philadelphia.

Saws, Butchers', and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

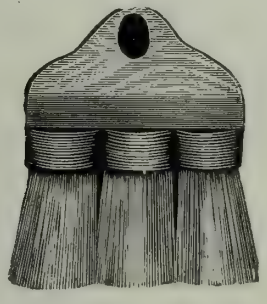
Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.

MEAKINS BRUSHES



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Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Scales
Burrow, Stewart & Milne Co., Ltd., Hamilton.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Set and Cap
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Thumb
John Morrow Screw & Nut Co., Ltd., Ingersoll.
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skreene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skreene Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seals
Canadian Veneering Co., Acton Vale, Que.

Seeds
J. A. Simmers, Ltd., Toronto

Separators
Sharples Separator Co., West Chester, Pa.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.
J. Wiss & Sons, Newark, N.J.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
B. & S. H. Thompson, Montreal, Que.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shellac
Stewart & Wood, Ltd., Toronto.

Ships' Bottom Composition
British America Paint Co., Ltd., Victoria, B.C.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Show Cases
Cameron & Co, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works Niagara Falls, N.Y.

Silverware
Cavenhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Can. Flexible Skate Co., Ltd., Toronto, Ont.

Sledges, Blacksmith, Coal, Stone
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinner)
Wiesbusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co. Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder, Silver
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co. of Canada, Ltd. Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spades
Canadian Shovel & Tool Co., Hamilton, Ont.

Spark Plugs
Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1634 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
The Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.
Wood, Vallance, Ltd., Winnipeg, Man.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
R. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.

Stampings
Coleman Fare Box Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Ingots, Open Hearth
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Store Fixtures
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Winnipeg.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Canada Foundries & Forgings, Brockville.
Canadian Stoves, Limited, Grimsby, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Ryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Merchants Hardware Specialties, Ltd., Calgary.

Sulphate of Ammonia
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

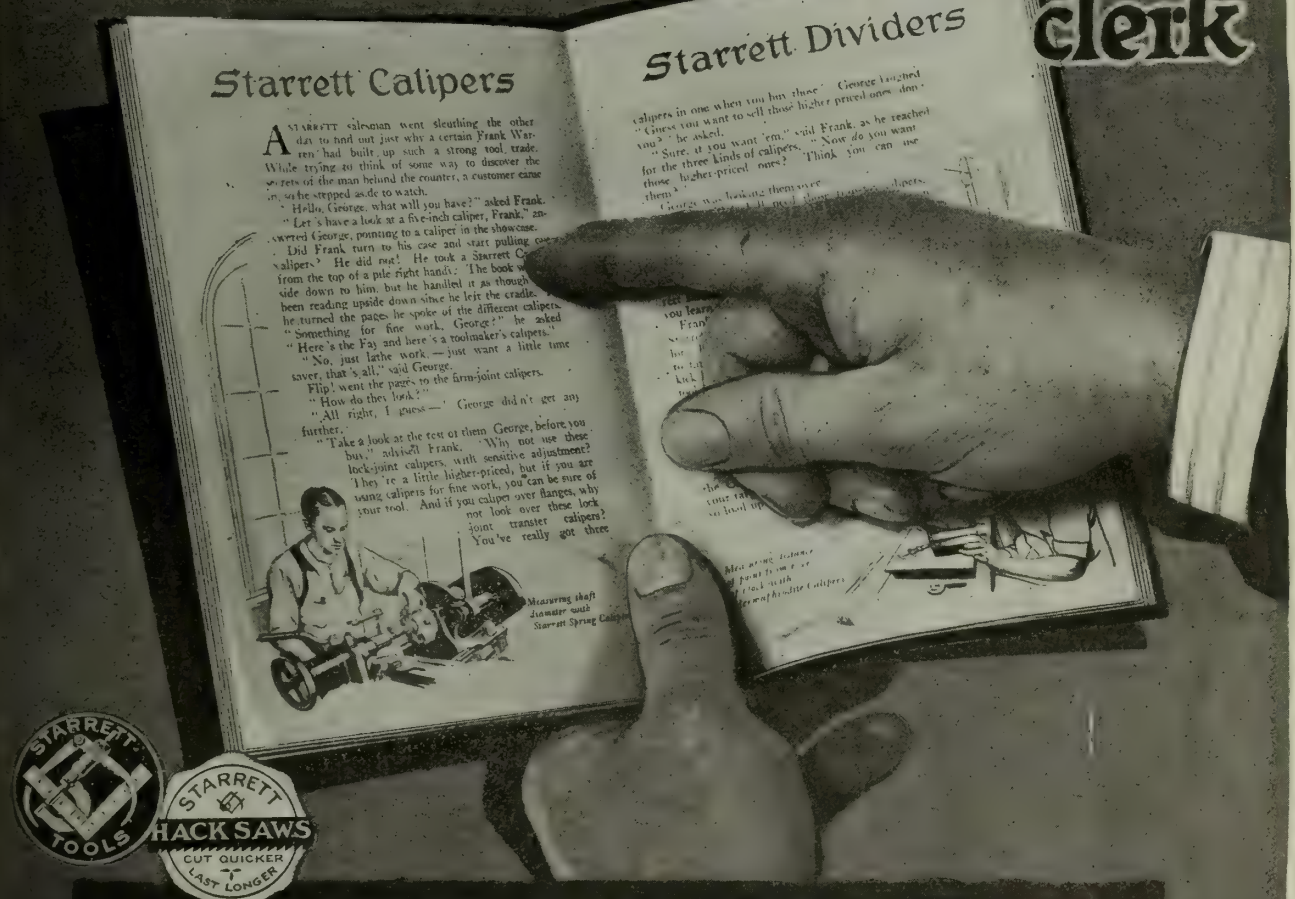
Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

For You—
the hardware dealer and his clerk



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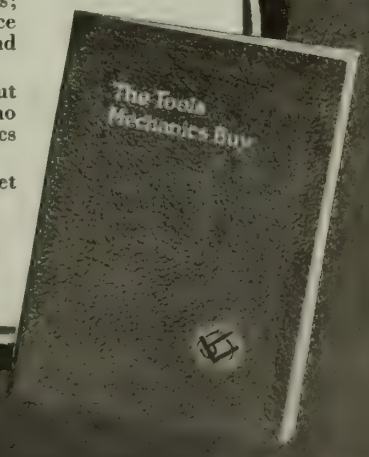

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ATHOL, MASS.

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The Canadian John Wood Mfg. Co., Ltd., Toronto.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Ctorage
S. F. Bowser Company Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Tapes, Measuring
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterbore, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile and Motor Tri
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toro
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph
The Vander Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Toboggans
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Browne & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
James H. Cummings, Chicago, Ill.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H. W. Johns Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford Ont

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tubing, Steel.
Standard Tube & Fence Co., Woodstock.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd.
Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd. Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
Wilkinson & Kompass, Hamilton,

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H. Brooklyn, N.Y.

Vulcanizers
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
Maxwells Ltd., St. Marys, Ont.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
Nineteen Hundred Washer Co., Toronto, Ont.
Schultz Bros., Brantford, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Wax, Floor
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Frost King Weather Strip Co., Montreal, Que.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheelbarrows
Meaford Steel Products, Meaford, Ont
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

GOODELL-PRATT

1500 GOOD TOOLS

The Finish Helps To Make Sales Easier

Goodell-Pratt, the Toolsmiths, are constantly commended by dealers for their policy of putting an extra high-grade finish on each tool of the more than 2000 different tools this Company produce.

This really superior and uniformly distinctive finish gives Goodell-Pratt tools more definite character and greater attractiveness for the window and counter. It guarantees beyond any doubt the endurance of these tools in use. It adds much to the mechanic's pride of possession. It certainly increases their sale among house owners and men who drive their own cars.

Last, but not least, it firmly identifies the entire Goodell-Pratt tool line and the Toolsmith Store where that line is carried.

Goodell-Pratt tools are finished in trim red and black wherever an iron surface will take the paint; the steel is beautifully polished in contrast; and the full quality of the wood and grain in handles and similar parts is always brought out.

Even when customers don't look for Goodell-Pratt tools, they always look at them with admiring interest.

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Rice Lewis & Sons, Ltd., Toronto.
White's Ltd., Collingwood, Ont.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Regina Plate Glass Co., Regina, Sask.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound
The Steel Co. of Canada, Ltd., Hamilton, Ont
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S
The Graham Nail Works, Toronto.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Wire Window Guards
C. H. Johnson & Sons, Montreal, Que.

Wooden Specialties
Schultz Bros., Brantford, Ont.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware and Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
E. Edelmann & Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starret Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.

Wringers, Hand and Power
Spielman Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
Vancouver, B.C.
The Great West Smelting & Refining Co.
The Hoyt Metal Co., Toronto.

Zinc, Sheet
R. & S. H. Thompson & Co., Ltd., Montreal.

Here's a Sure Way to Increase Your Accessory Sales

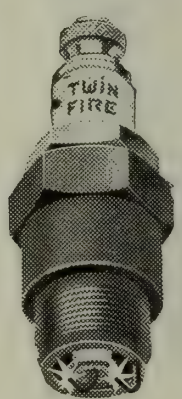
Handle the dependable and economical

TWIN FIRE SPARK PLUG

The only plug that gives two distinct sparks. When one point fails the other is working. Continuous hot explosions clean clogged point of carbon and oil while running. Requires little or no attention.

Retail Price $1.50

A Good Living Profit for Dealers.



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Stock up now—it's a ready seller—and every user a satisfied customer.

Write for full Particulars :

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Behind YALE Padlocks

and every other "Yale" product—Yale Night Latches, Door Closers and Builders' Hardware is the modern Yale plant at St. Catharines, Ontario.

Up-to-the-minute manufacturing methods, sound designing and construction practice, and the rigid Yale inspection system, make certain that every Yale product is fit for the purpose for which it is intended.

The trade-mark "YALE" on the product is our guarantee that it is.
"The trade-mark 'YALE' helps make the sale."

Canadian Yale & Towne, Ltd., St. Catharines, Ont.

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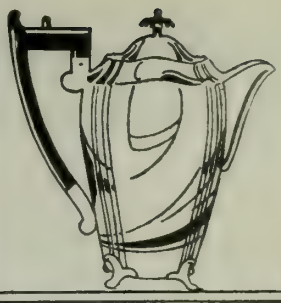

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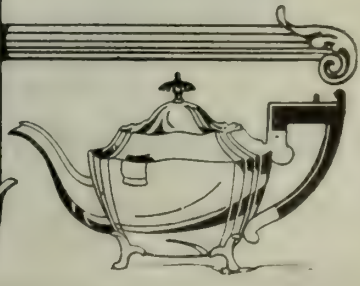
Artistic merit as well as character and harmony of design are exemplified in 'Heirloom' Plate.

While 'Heirloom' Plate designs are noted for their remarkable beauty, this exceptional silverware has the added advantage of enduring qualities obtained by an extra heavy plating of silver.

The beauty of design and finish in 'Heirloom' Plate are the result of the handiwork of skilled craftsmen—men who have had long training in fashioning nothing but the best in silverware.

You sell 'Heirloom' Plate with the positive assurance that you are selling the best---selling made-in-Canada productions that will give lasting satisfaction to your customers and increased prestage for yourself.



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TORONTO CANADA

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There has always been a need for a tough Kraft paper coated with asphalt to make it waterproof and durable. Therefore, when we put this paper on the market under the name

Climax Sheathing Paper

there was a demand waiting for it.

Climax is the ideal paper for damp-proofing, wind-proofing and insulating purposes. Architects and contractors recognize it as unexcelled for use between footing and foundation of buildings; between foundation and wall; underneath floors in houses; on walls before lath and plaster are put on.

Climax makes a building dry. It makes it cooler in summer and warmer in winter. It saves coal. With the large number of uses of Climax Sheathing Paper—and its exceptional quality considering its low cost—there is splendid opportunity for hardware dealers to build up a large trade for it in their localities. Our consumer advertising will assist them to increase their sales.

Have you had Samples and Prices

Brantford Roofing Co., Limited

Head Office and Factory: Brantford, Canada

Branches: Toronto, Montreal, Halifax, Winnipeg

Just a few words about Hardware and Metal

HARDWARE AND METAL is Canada's national hardware weekly and has been published every Saturday since 1888 by the MacLean Publishing Co., Toronto, who publish fifteen papers.

HARDWARE AND METAL'S circulation is national, and has been audited by the Audit Bureau of Circulations.

HARDWARE AND METAL is edited by a staff of editors who have had practical hardware experience.

HARDWARE AND METAL'S weekly market service is one of its strongest features. Our reports are used as a basis for Canadian Government's annual report on wholesale prices.

Write to any 100 retail hardware dealers in Canada, asking them "Do you subscribe to HARDWARE AND METAL?"

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***HARDWARE AND METAL*---Montreal, Toronto, Winnipeg**

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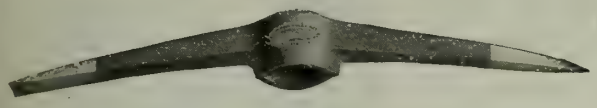
PICKS



No. 5

Made of best high-grade, open-hearth steel, hammer forged and correctly tempered. Finished in black with polished points.

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234 Griswold St. Warren, Ohio, U.S.A.

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LAMPBLACK

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MAY JUNE JULY
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"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

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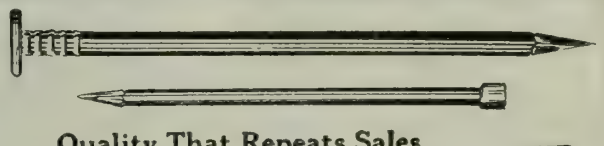
NATIONAL STAMPING & ELECTRIC WORK
CHICAGO, U.S.A.



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We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.

Western Wire & Nail Co.
London, Ontario

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TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

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Coach Screws
Rivets, Nuts and Washers

Orders Filled and Shipped Immediately

London Bolt & Hinge Works
London, Canada

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HARDWARE AND METAL

is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Varnish Brushes a Specialty

Ask for our prices and list of goods available for spring business.

Our prices are right.

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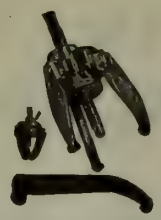

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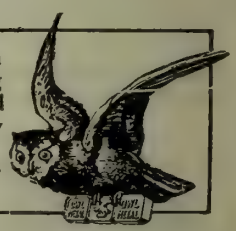

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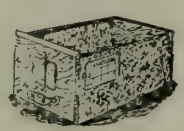

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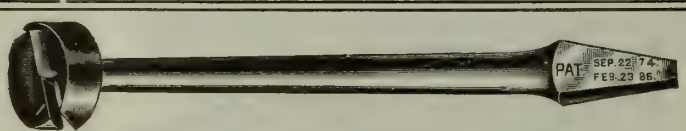

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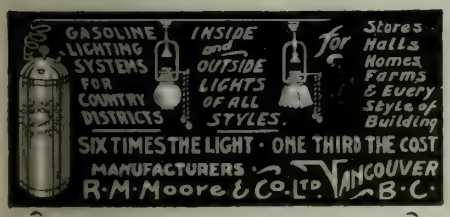

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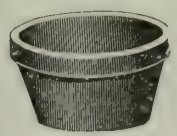

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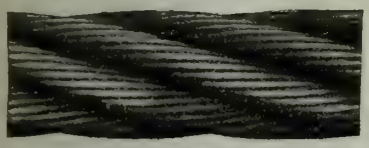

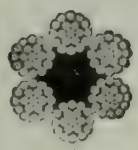

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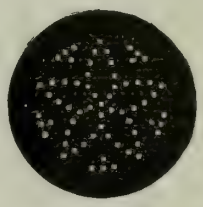

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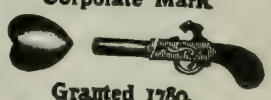

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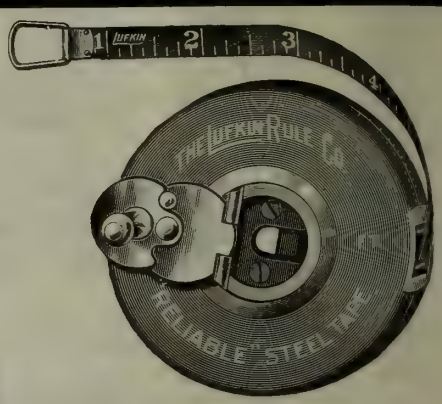

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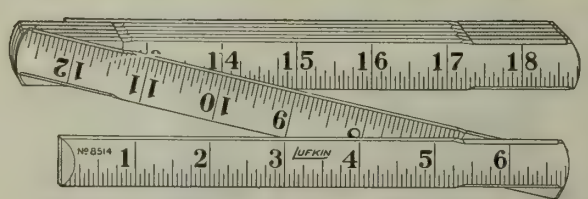

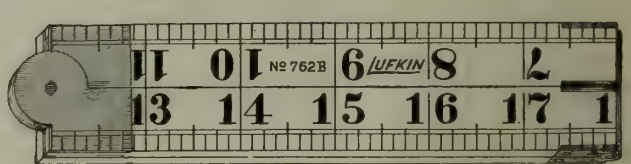

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Sort Up!

Don't Wait for the Salesman

Sort up on stock. Fill up the missing lines. Make your stock complete. Be able to turn every inquiry into an order.

Everyday that your order is delayed you lose profits on the sales for spring house-cleaning season.

With "O.P.W." Paints and Varnishes you are able to offer dependable, reliable goods that will always make good for you in service to your customers. "O.P.W." quality counts heavily in your favor, for beside the immediate direct profit, you are assuring business to your store for the future.

If You Are Not Handling "O.P.W." Write Us.

Ottawa Paint Works Limited

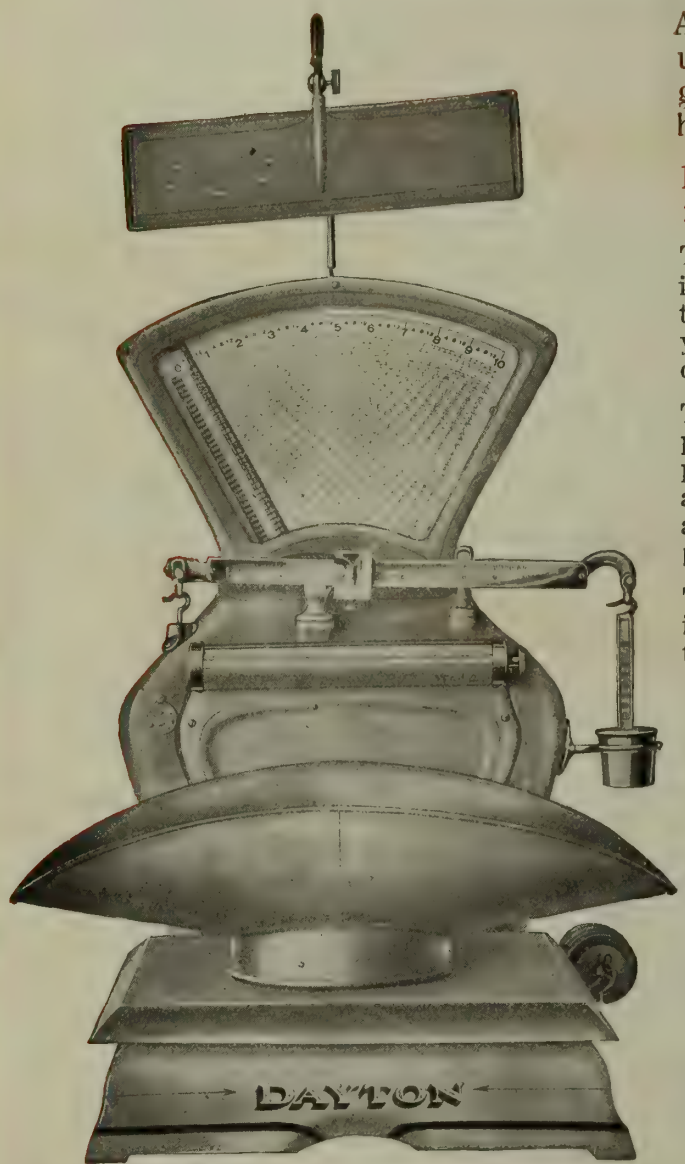
OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

Dayton Computing Hardware Scale

Automatically shows weight, price and value—prevents loss, saves time and labor.



All other merchants who sell by weight use Automatic Computing Scales—the grocer, the butcher, the baker—each has a computing scale to meet the needs.

Here is the Dayton Computing Scale for the Hardware Merchant!

The old method of weighing and calculating values is not practical. Consider any of the hundred of different kinds of hardware you sell, and the chance of loss by giving overweight.

Take nails, for instance. The margin of profit is very small, but the sale is great in proportion to other hardware. The loss of an ounce or two on each sale means giving away your profit and perhaps part of your principal.

The Computing Hardware Scale illustrated is equipped with tare beam, so constructed that by sliding the poise to a "set pin" it will offset the weight of scoop or wire rack. 100 lbs. capacity (10 lbs. on chart, 10 lbs. on tare beam, 80 lbs. in weights). Range of prices 4c to 60c per lb. Total Adder Cylinder to 90 lbs. Automatic pendulum: Gravity with reflector.

With the Total Adder, where the weight is over 10 lbs., you can weigh and compute the value up to full capacity.

Full agate bearings throughout. Standard finish, Turquoise Blue.

Write us to-day—learn all about the Dayton Hardware Scale. The question is not "Can you afford to have it," but "Can you afford to be without it."

Dayton Computing Scales

Royce and Campbell Ave.
TORONTO

FRANK E. MUTTON
Vice-Pres. and Gen. Mgr.

Branches in
All Principal Cities

Scale Division International Business Machines Co., Ltd. Also makers of International Time Recorders and Hollerith Electric Tabulators.

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII. No. 22. THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA MAY 29, 1920

FILE COPY

FILE COPY

Elephant Brand

Genuine White Lead

CANADA'S FAVORITE

PREFERRED by the very best painters because of its snowy whiteness and the smoothness of texture that never changes.

The yellow label on the back of every container — the Government guarantee of purity—is an assurance to the customer of a White Lead that will satisfy in every particular.

ELEPHANT BRAND PURE PUTTY

The unusual popularity of this putty is due to the high standard of quality that is maintained. As is the case with Elephant Brand White Lead and all other Canada Paint Products only the finest of selected raw materials are used. It never fails to please the painter and glazier.

Dealers featuring Elephant Brand Genuine White Lead and the other Canada Paint Products, find repeat sales the rule in their paint departments. Paints, Stains Enamels, Varnishes, Dry Colors, Insecticides—the best of their kind—are all included in the Canada Paint line.

May we send you particulars of the C.P. agency proposition?

THE CANADA PAINT CO
LIMITED

PAINT-VARNISH & DRY COLOR MAKERS-LINSEED OIL CRUSHERS

MONTREAL-TORONTO-WINNIPEG-CALGARY-HALIFAX
OXIDE MINES-RED MILL-QUEBEC

There Are Dollars in $ugge$tion$

Dollars have legs—they can walk right into your store, sniff at this and that, and unless you encourage them to stay and join their relatives in the cash register—they toss their heads and out they go to where a friendlier reception awaits them.

But—you can make them stay in your store if you want to. You can slip a noose right over their heads and call them yours.

It's easy—here is the way one merchant does it:

A customer enters the store and asks for a bottle of O-Cedar—merchant says in a friendly sort of way:

"Going to brighten up the furniture?"

Customer: "Yes! Everything gets pretty dusty in the Spring."

Merchant: "That's so!—did you ever try O-Cedar on your hardwood floors?"

Customer: "No! Is it good for floors, too?"

Merchant: "Splendid! We have it in gallon tins. Enough to do the floors and furniture a good many times."

Customer: "GIVE ME A GALLON THEN!"

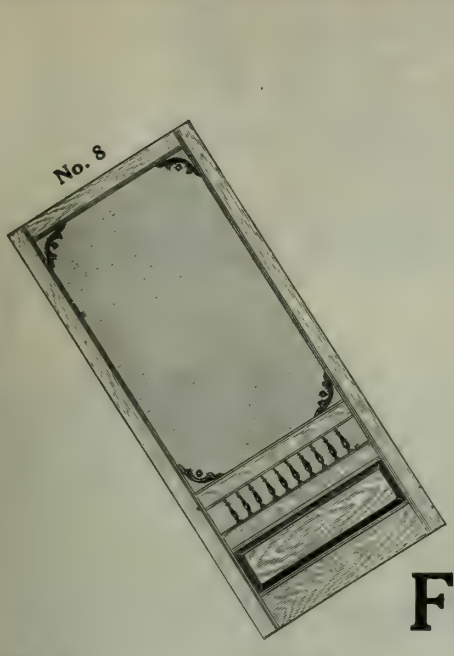
There you have it in a nutshell. Just as simple as that. And instead of a 25c sale he sells $3.00 worth of goods.

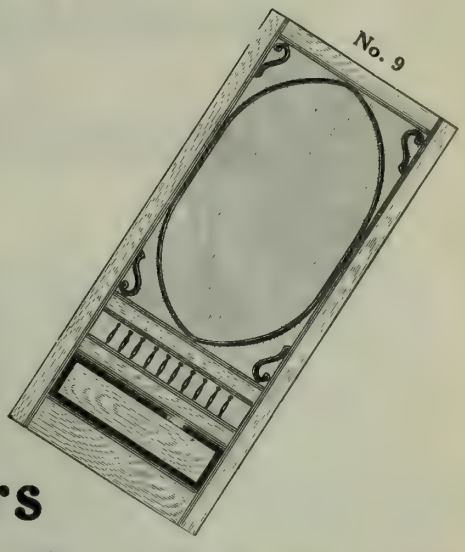
DO **YOU** THINK THE IDEA IS WORTH TRYING?

Channell Chemical Company Limited

TORONTO

HARDWARE AND METAL. May 29, 1920. Volume XXXII., No. 22. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.





Fly Stoppers
More Effective Than Fly Swatters

SCREEN EVERY DOOR AND WINDOW IN YOUR VICINITY

If you become an advocate of "fly stopping" rather than "fly swatting" you will do more for the community than you have any idea.

It's not the fly which is outside, but the fly which gets into the home that does the harm.

Don't wait until he has done the damage—keep him out.

Show your customers the advantage of having every door and window in the home perfectly screened.

Screen Windows
Nos. 1 to 15

We carry in stock the best selling styles of screen doors (Nos. 1, 2, 8, 9 and 21, three of which are here shown); sizes 2 ft. 6 in. x 6 ft. 6 in., 2 ft. 8 in. x 6 ft. 8 in., 2 ft. 10 in. x 6 ft. 10 in., 3 ft. x 7 ft. **Window Screens** Nos. 1 to 15, in widths extending to 18 in. up to 48 inches.

We also carry a full line of **Screen Cloths** in black (12 mesh), galvanized (14 mesh), from 18 to 48 inches in width, bronze in 26, 30, 34, 36 and 38 inches.

Get prices from the "Rice Lewis" man or write direct.

Rice Lewis & Son, Limited

VICTORIA ST., TORONTO

If interested, tear out this page and keep with letters to be answered.

"The Trade Mark known in Every Home"

UNIVERSAL

Vacuum Bottles

"—and there is a Universal Vacuum Bottle for everybody, everywhere"

Vacuum Bottle
No. 91, Pint.
No. 92, Quart.

It's an easy matter to sell UNIVERSAL Bottles in the summer. Those who ride, work or play in the open and those who carry luncheon need a UNIVERSAL Vacuum Bottle.

There are sizes and styles for all purses. Put them in your window. Let them be seen and they will be bought. Goods displayed are half sold.

Vacuum Pitcher
No. 9821, Pint.
No. 9822, Quart.

Lunch Kit,
No. 520.

Canadian Representative:

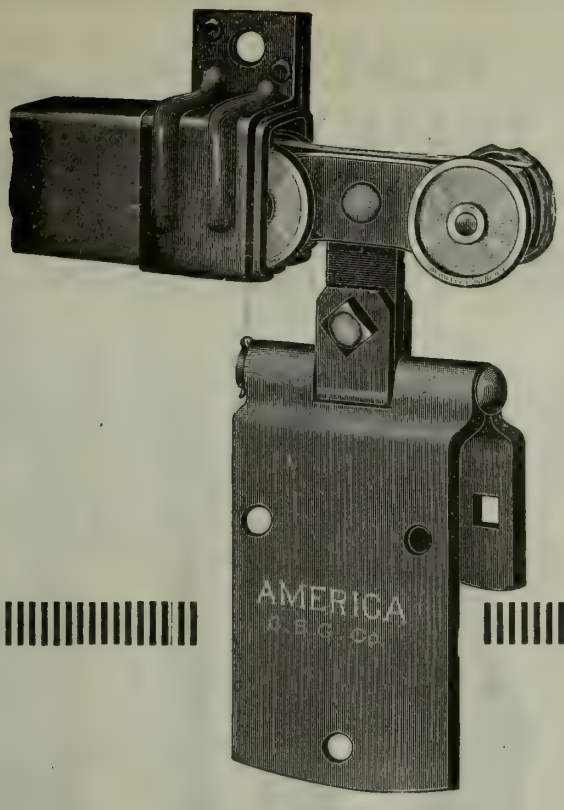
Montreal **A. MACFARLANE & CO., LTD.** Quebec

LANDERS, FRARY & CLARK

New Britain, Connecticut

Motor Luncheon Set
No. 426.

If interested, tear out this page and keep with letters to be answered.



"America" Trolley Hanger

Largest Hanger Sales in the Dominion

The America is easily the most popular for warehouse, factory, garage and barn doors. America operates in the Hatch Trolley Track—the only track supported by the famous corrugated track brackets. Much stronger and better than the plain track brackets.

The America moves smoothly on tandem trucks and hardened roller bearings. Apron 6 in. long, 3¼ in. wide. This efficient hanger appeals to customers because of the simple adjustments, anti-friction, forged steel yokes, and ability to stand hard usage.

With each pair of Hangers are included, two End Caps, Bolts for Hangers and Lag Screws for Brackets.

Packed one pair in a box complete with Screws and Bolts.

Weight per dozen pairs, without Brackets, 95 pounds.

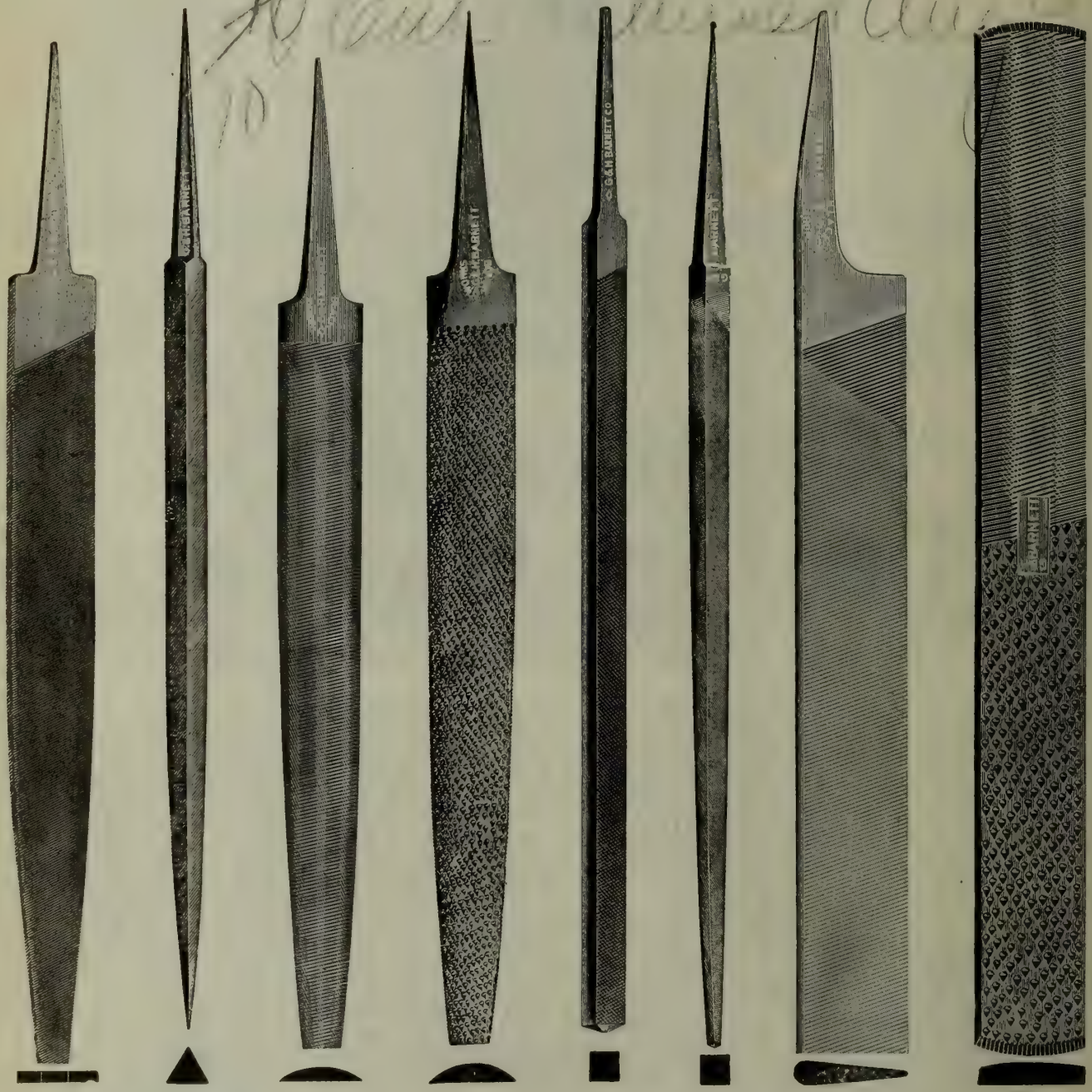
Canada Steel Goods Co., Limited

Hamilton, Canada

If interested tear out this page and place with letters to be answered

BLACK DIAMOND FILES

KNOWN EVERYWHERE FOR THEIR LASTING QUALITY



SOLD THROUGH

CAVERHILL, LEARMONT & CO.

MONTREAL

If interested, tear out this page and keep with letters to be answered.

WHEN CHICAGO RECEIVED ONE MAIL A WEEK

IT is very difficult for the present-day visitor to Chicago to realize that within the lifetime of many of our citizens the second city in this hemisphere was but a cluster of buildings in the wilderness, receiving but one mail a week, brought by a post rider from distant settlements.

It was in 1834, ten years after the Plymouth Cordage Company began to send out to the world the rope which has played so important a part in the opening up of the great West, that Chicago was afforded the luxury of a weekly mail. From that time until now the increasing frequency and the increasing volume of the Chicago mails have been greatly aided by Plymouth Rope.

Plymouth played a large part in the construction and maintenance of the railway systems, and now that mail is being delivered by the air route, Plymouth is playing an even greater part in the construction and equipment of the mail ships of the air.

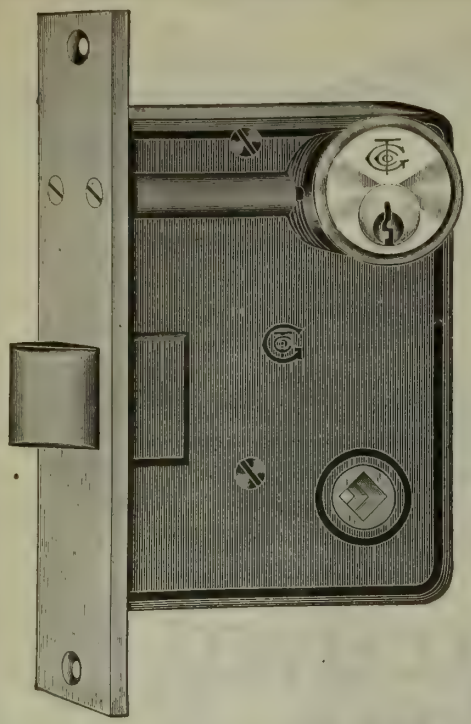
PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Canada

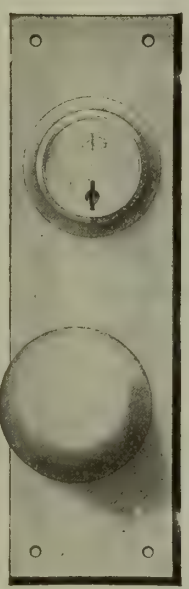
PLYMOUTH 1824

PLYMOUTH ROPE

No. 9

If interested, tear out this page and keep with letters to be answered.





CYLINDER LATCH LOCK

Has Many Distinctive Features and Is a Quick Seller with Good Profits

The illustrations show the suitability of this lock for office, Class-Room or Vestibule Doors.

FEATURES:

1. Heavy cast brass on bronze front, bolt and strike.
2. When not locked, is operated by knob from either side.
3. When locked, outside knob stationary, inside knob operates latch bolt at all times.
4. Can be furnished to order in sets of any number.
5. Master keyed and grand master keyed as required.
6. Made in Canada by Canadian workmen.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives:

MR. F. C. MOORE
143 Higgins Ave., Winnipeg, Man.

MR. W. CHESTER
Hamilton St., Vancouver, B.C.

If interested, tear out this page and keep with letters to be answered.

The Seal of Quality

WILT

High Speed and Carbon Twist Drills, Reamers and Milling Cutters

Make "Quick and Often" Sales

because mechanical men know them, have used them, and believe in them.

WILT Tools are made from carefully selected materials accepted only after rigid inspection that assures a perfect tool on which permanent trade can be built.

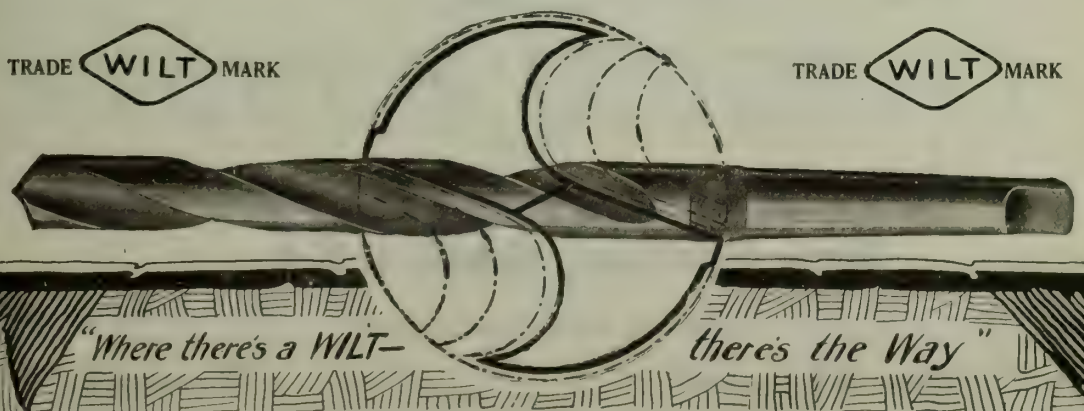
The Dominating factors of Wilt Products are Quality Materials, Precision, Accuracy, experience in manufacture, and Longest Duration of Service.

Have you seen our special Reamers for Ford Car repairs?

WILT TWIST DRILL COMPANY

OF CANADA, LTD. Walkerville, Ont.

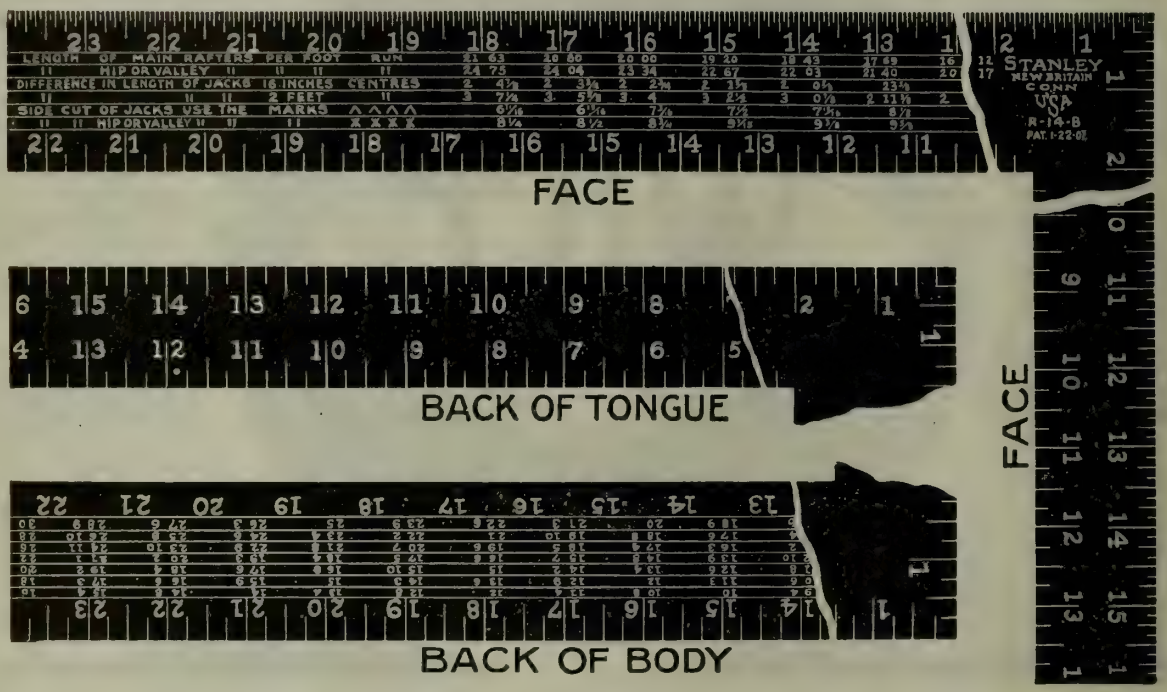
TRADE WILT MARK TRADE WILT MARK



"Where there's a WILT— there's the Way"

If interested, tear out this page and keep with letters to be answered.

Stanley Tools



Stanley Carpenters' Steel Squares

Each Square is made from *one* piece of steel, and all four edges are machined. The graduations are accurate and cut deep.

All five corners are hardened, adding greatly to the wearing qualities of the tool.

They can be furnished in a variety of finishes which include Royal Copper, Blued, Nickel-Plated, Galvanized and Polished.

Each Square is packed in an anti-rust envelope.

Send for further particulars.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian Representative:

A. Macfarlane & Co., Ltd. **Montreal, P.Q.**

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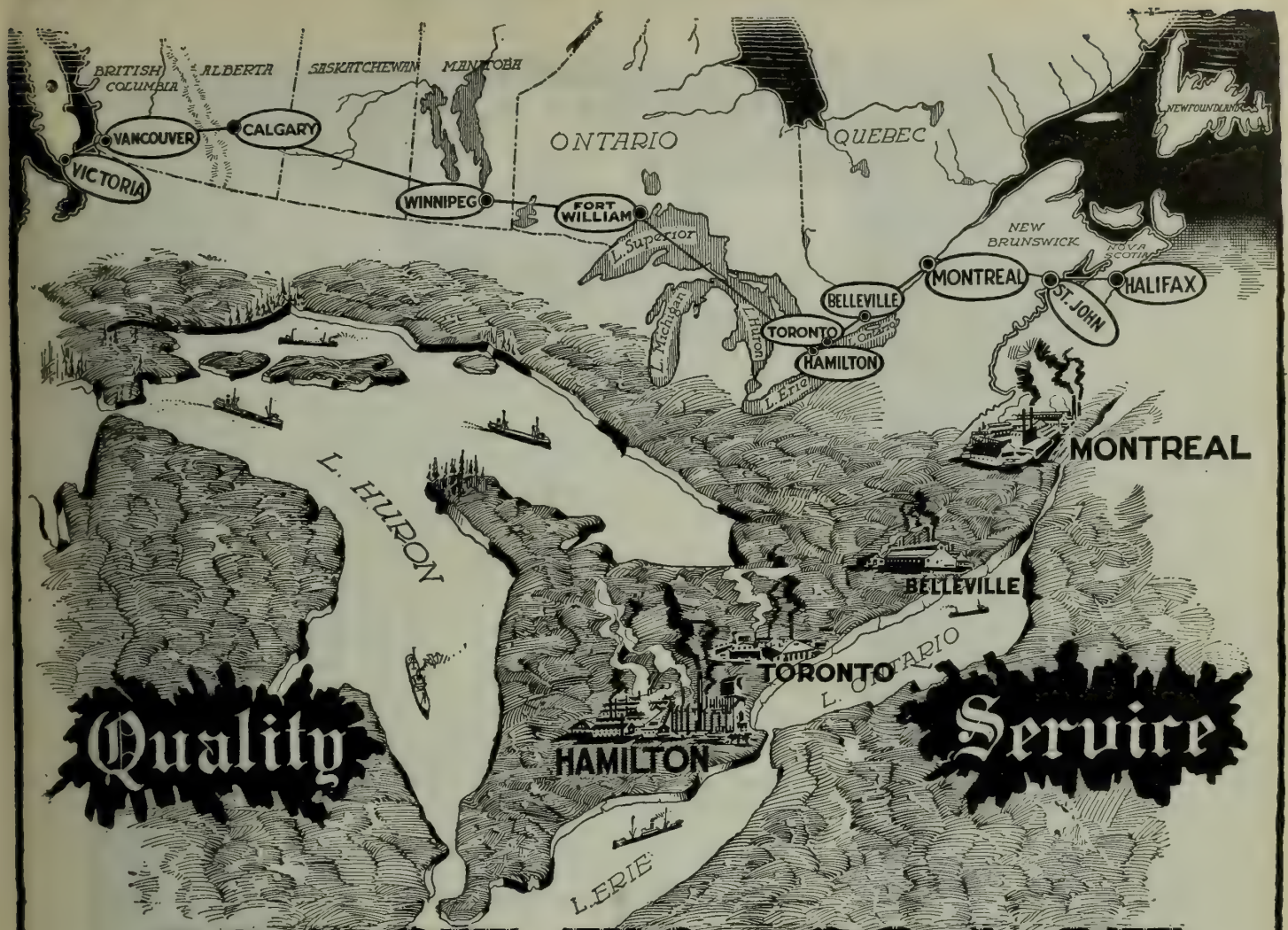


COAST TO COAST

STEEL & IRON PRODUCTS OF EVERY DESCRIPTION

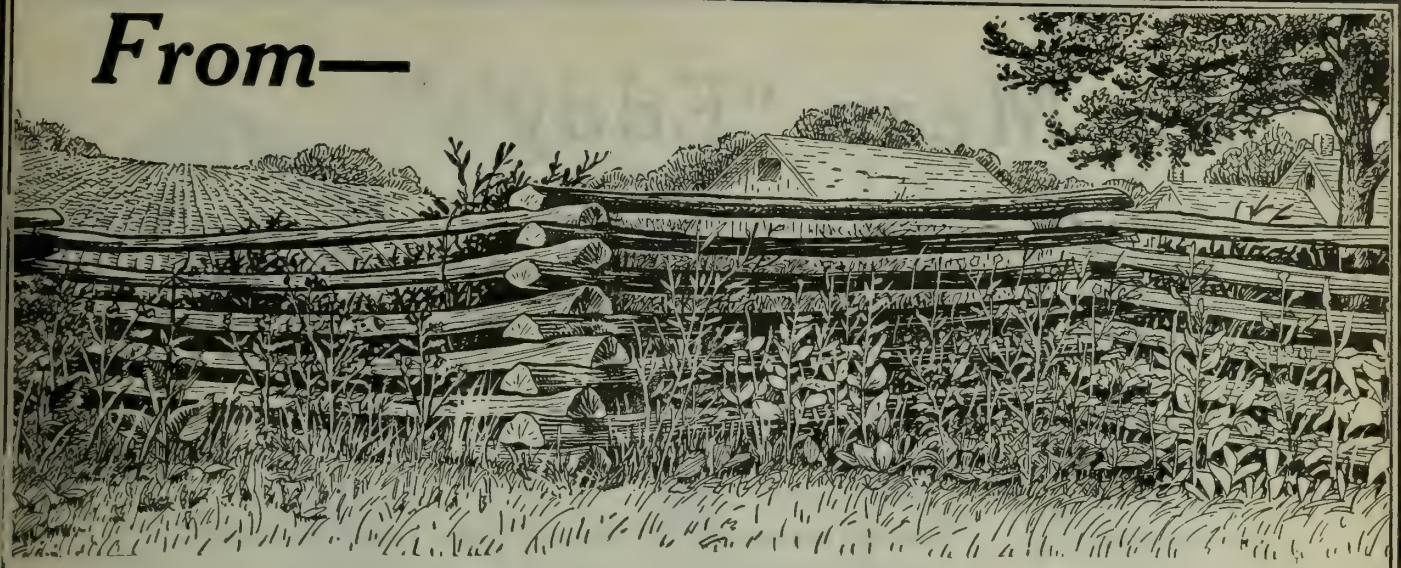
THE STEEL COMPANY OF CANADA LIMITED

HAMILTON MONTREAL

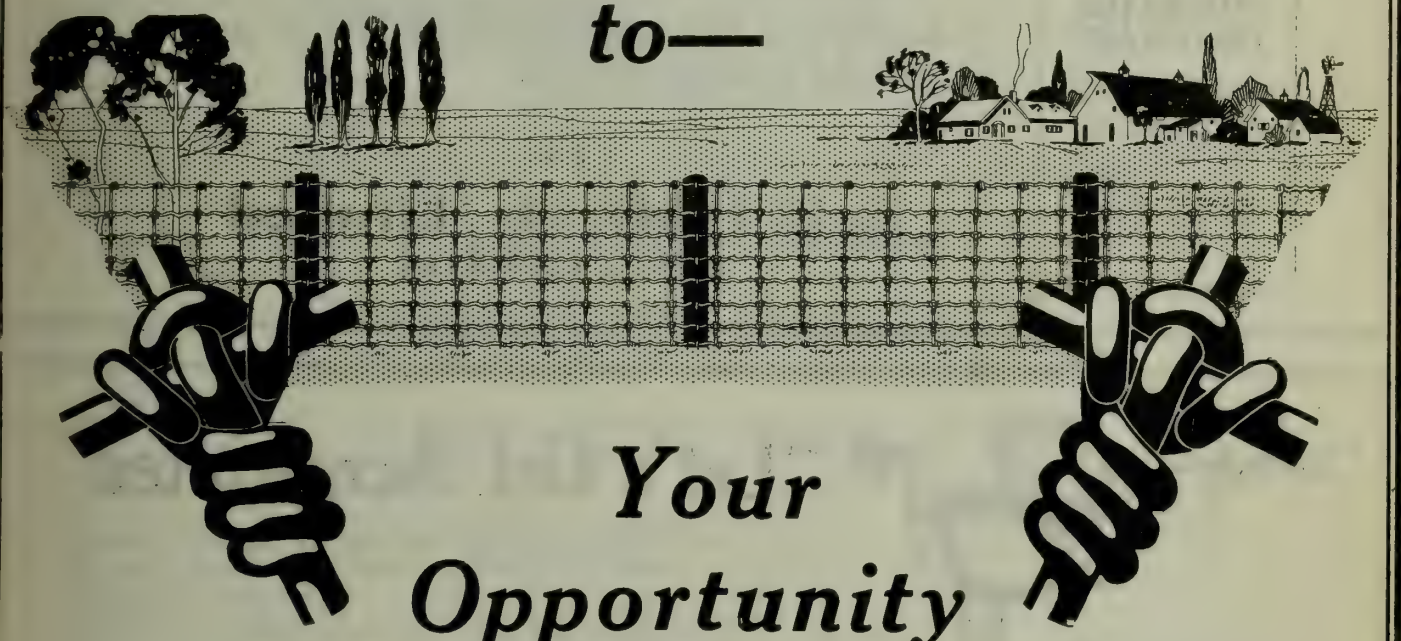
If interested, tear out this page and keep with letters to be answered.

If interested, tear out this page and keep with letters to be answered.

From—



to—



Your Opportunity

Wasteful snake and stump fences are disappearing. These weed-breeding nuisances which sprawl over good farm land and keep it in idleness, which demand repair after every windstorm, and which offer free passage to any frisky horse or hungry cow taking into its head to travel, are being banished by the farmer at his first opportunity. Are you prepared to serve the farmer in this movement? He sees that a FROST FENCE is the solution of his difficulties. He turns to you to buy it. Are you prepared to sell it to him? Don't wait until he asks you about FROST FENCE — tell him about it. When he has a FROST FENCE on his farm he will thank you for recommending it to him and will be a reliable customer for fence thereafter.

Frost Fence First

Made in Canada

FROST STEEL AND WIRE CO., LTD. HAMILTON, CANADA

If interested, tear out this page and keep with letters to be answered.

They Mean "Eddy's"

When a customer asks for "a box of matches" without specifying any particular brand, it is always safe to fill the order with Eddy's.

Ten chances to one such a customer has Eddy's in mind. To think of matches is to think of Eddy's—69 years match-making success have made the name Eddy the symbol of better matches to the Canadian public.

Always have Eddy's in stock for the sake of better sales and satisfied customers.

INDURATED FIBREWARE

is another popular Eddy line worth featuring. Light, durable and sanitary utensils for the Home—the Farm—anywhere. Try a display in your store and watch them sell.

The

E. B. Eddy Co., Limited

HULL, CANADA

"howdy"

"Let's Get Acquainted"

"I'm the magic figure eight movement of the 1900 Cataract Electric Washer, and folks are hearing of me from Coast to Coast.

What do I do? Well, I wash clothes faster than the ordinary washer. The hot, cleansing water swirls through the clothes in a figure 8 motion—and four times as often

"This 'figure 8,' is an exclusive feature of the 1900 Cataract Electric Washer."

The water swirls through the clothes a figure 8 movement —four times as often as in the ordinary washing machine.

1900 CATARACT Electric Washer

The swinging reversible wringer saves steps, swings right around without moving the washer.

The "1900" is easy to operate. Connects with the electric light socket. In 8 to 10 minutes out come the clothes sweet and clean. In order to "cash in" on the present day demand for Electric Washers, you will find it to your advantage to get acquainted with the "1900" Cataract Washer—the mechanically perfect machine that you can depend upon to give complete satisfaction in every house hold where you install it.

Our extensive national advertising in magazines and newspapers is creating a widespread opinion that the "1900" is THE Washing Machine of the day—and it takes little effort on the dealer's part to make sales at a goodly profit.

Write for our proposition—our line includes Electric Motor, Engine Power, Water Power, and Hand Washers.

The Nineteen Hundred Washer Co.

357 Yonge St., Toronto

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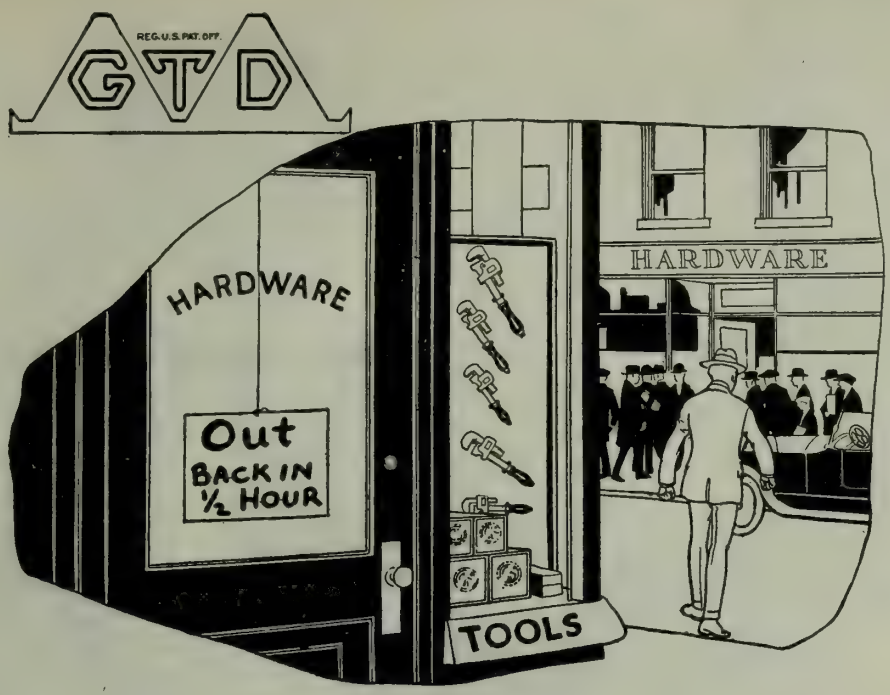


He just stepped out—and so did the profits

THE old-timer hung a sign on the door. It said "Out—back in half an hour."

While the sign stayed there business stopped—or hot-footed it to a competitor.

Those days are gone. You and I don't use signs like that—not in 1920 in the hardware business.

Maybe not — but how about stock? Running low or running out of stock—isn't that just as bad?

Being forced to say "We're out of those" is just plain business suicide—like the old-timer's sign.

Especially so with taps and dies, reamers, or screw plates, which customers usually want in a hurry.

It takes time to make good tools and get them from the factory to your shelves—but the customer doesn't always understand that—nor care.

A full stock saves explanations and apologies, and keeps your money out of your competitors' bank balance.

Little Giant

WELLS BROS.

Company of Ltd. Galt, Ontario

Canadian Plant of the Greenfield Tap & Die Corp

CANADA

World's Largest Manufacturers of Screw Cutting Tools

GTD **Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches**

SEND—*for our No. 40 catalog (pocket size) and other information. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.*

WELLS BROS. of Canada Galt, Ontario

Send latest No. 40 catalog and put our firm on your mailing list to receive information about your threading tools whenever issued.

*Name of person*_____

*Firm*_____

*Address*_____

H. & M. 204

If interested, tear out this page and keep with letters to be answered.

SELL HACK SAW SATISFACTION

Selling hack saw *satisfaction*, not merely hack saw blades, is the Starrett policy. We want every package of Starrett blades that goes across your counter to be the means of gaining you a satisfied customer.

To show hack saw users how to get the full value out of the blades they buy is the idea back of "Hack Saws and Their Use," the newest Starrett Book.

Based on a long series of experiments at the Starrett plant, checked with the tests made by other manufacturers, it is the first practical book on that much misunderstood tool. It has 64 pages, and many charts and diagrams.

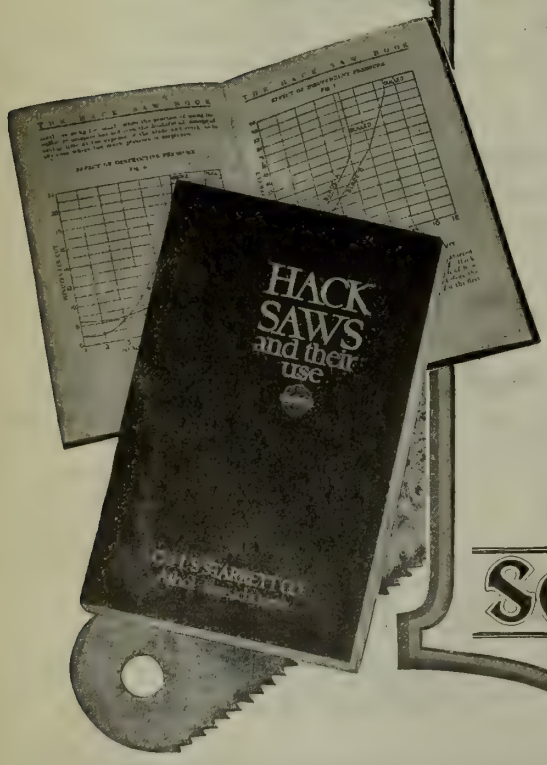
"Hack Saws and Their Use" is furnished to dealers for free distribution. Give it to the men who buy blades from you. It will bring you big returns in satisfied customers.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

42-62



Sell Starrett Hack Saws

If interested, tear out this page and keep with letters to be answered.

Story for Week Dated May 29, 1920. **Being No. 7 in the Series**

Recruiting for the Army of Match Millions

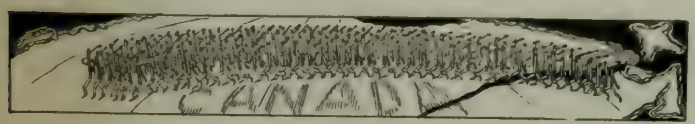
EVERY stick of lumber used in making Eddy Matches is put through an inspection as exacting as if those matches were to be Canadian soldiers.

Sawn to a thickness that is exactly match-length, the lumber is dried and seasoned. Careful selection brings to the machines that make the match splints only the most perfectly straight-grained blocks of Canadian White Pine from The E. B. Eddy Company's own limits.

Every little block of white pine passes under the eyes of an army of experts, and through their sensitive fingers. Where the wood has warped in the kiln-drying process; where there was a fault in growth; where even the tiniest knot has escaped the vigilance of the earliest inspection, the faulty block of wood is tossed aside.

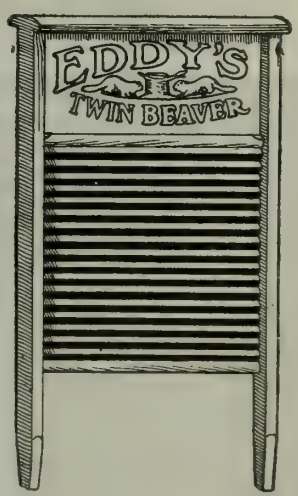
Nothing but clear, straight-in-the-grain perfection will satisfy the standards of The E. B. Eddy continuous process of match-making. As a result you can sell Eddy matches to your customers with the assurance that every match in any box you supply will stand the strain of striking—even the strain of striking at random on a rough wall.

You can readily detect the difference between match splints made by the veneer process of which you read last week, and matches made by the continuous process which cuts each match splint out of a solid straight-grained block of pine. Veneer process match splints are square in section; continuous process match splints are very nearly round. In next week's story you will see why.



Indurated Fibre Ware

Some of the Profitmakers in and

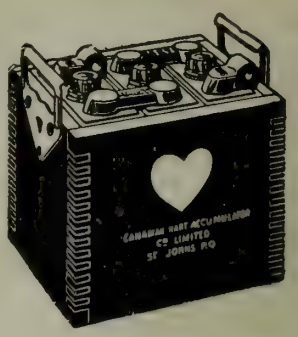


Satisfaction Makers

We also make Toilet Papers, Towels and Serviettes of the same high standard of value.

Sell Hart Batteries

The trustworthiness and reliability of the Hart Battery has made it a favorite with those who have had experience with it. Discerning motorists who have had to replace a worn-out battery for their car, are learning to ask for a Hart Battery. You can develop a good battery business if you keep a display of these famous batteries where your customers can see them. The battery business is growing rapidly. Get the business in your locality. Write for prices and terms to dealers.

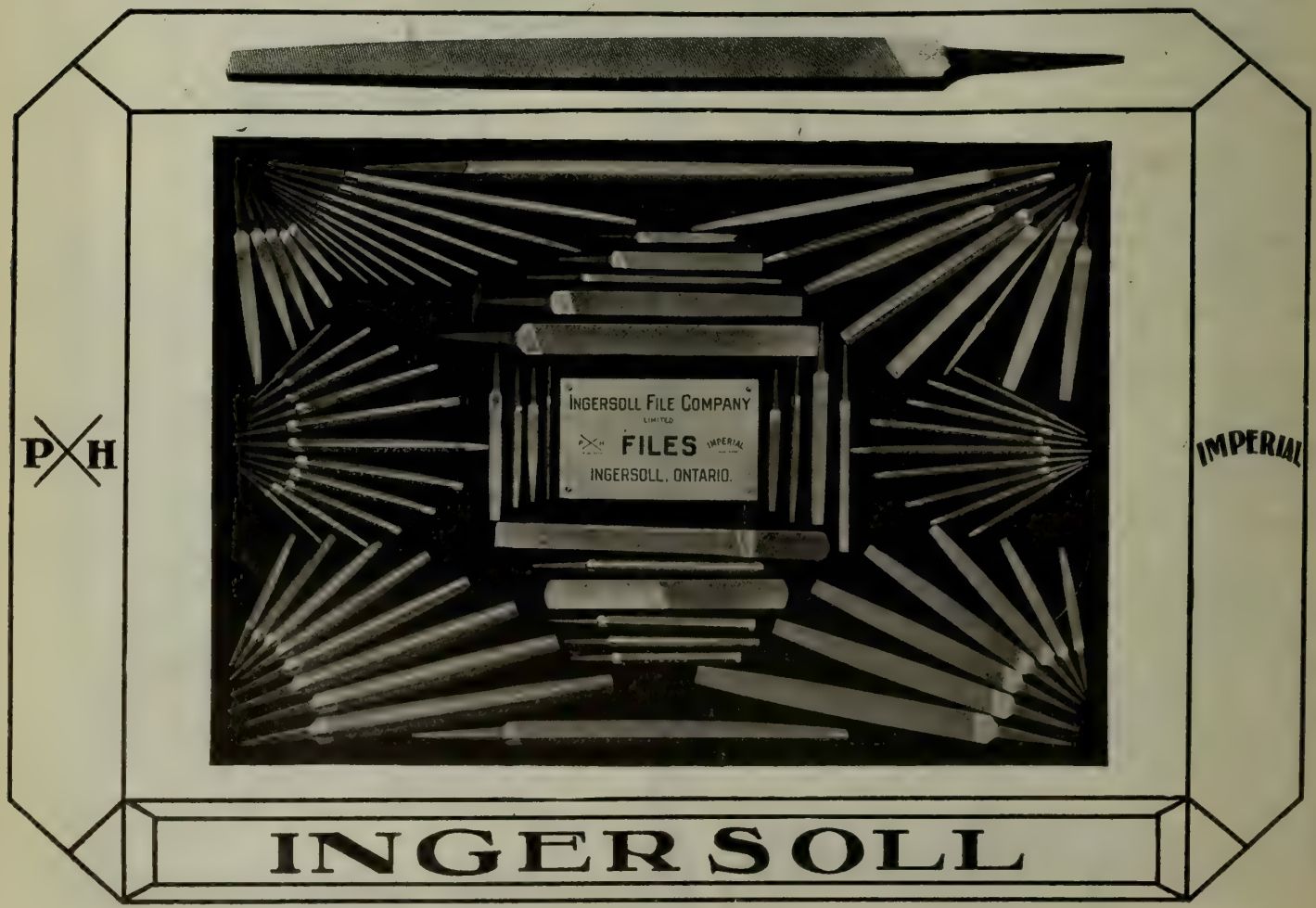


Send us your Vulcanizing

Many motorists, right in your town, have casings and tubes that require vulcanizing. Only experts can do satisfactory, lasting work. You are sure of pleasing your customers if you send your work to us. We give estimates if desired. Send parcels express, postpaid.

Samuel Trees & Co., Limited

42 Welington St. East, Toronto



If interested, tear out this page and keep with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

An Industry That Better Goods and Service Built

The ultimate users of such products as Smart's make feel better satisfied if on the article bought they see a Diamond G or a Thousand Island Flag.

To a dealer this is a fact worthy of remembrance.

JAMES SMART PLANT

Brockville Canada

Spend your dollar in Canada and see it again.

If interested, tear out this page and keep with letters to be answered.

"FARMERS" OIL CANS

We shall be glad to supply, in addition to our General Catalogue, information on Galvanizing, Steel Castings, Embossed Ware, Brittanic Ware, Oil Stoves, etc.

These cans have a galvanized iron body attractively Japanned with bands of bright red;

With screw top and brass extinguisher;

Strong and well made, and having the Davidson trade-mark of superiority.

DAVIDSON'S PREMIER MADE IN CANADA THE SEAL OF DURABILITY

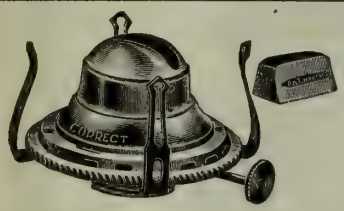
The Thos. Davidson Mfg. Co. Limited

Head Office: MONTREAL

Branches: Toronto and Winnipeg

Steel Foundry Division: Lachine Canal, Turcot

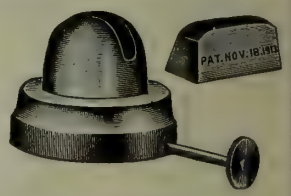
DAVIDSON



A and B Size Correct Lamp Burner

Correct Lamp and Lantern Burners

(Flame Spreader Type)



No. 2 Cold Blast Correct Lamp Burner

Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

25% to 50% More Light Than Any Other Burner

Give your Wholesaler a sample order. You will like them.

We also make the **"Queen Mary"** and **"Dominion"** Burners.

The Schultz Manufacturing Company

LIMITED

HAMILTON, CANADA

Give us your Wholesaler's name and we will send you a sample

Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

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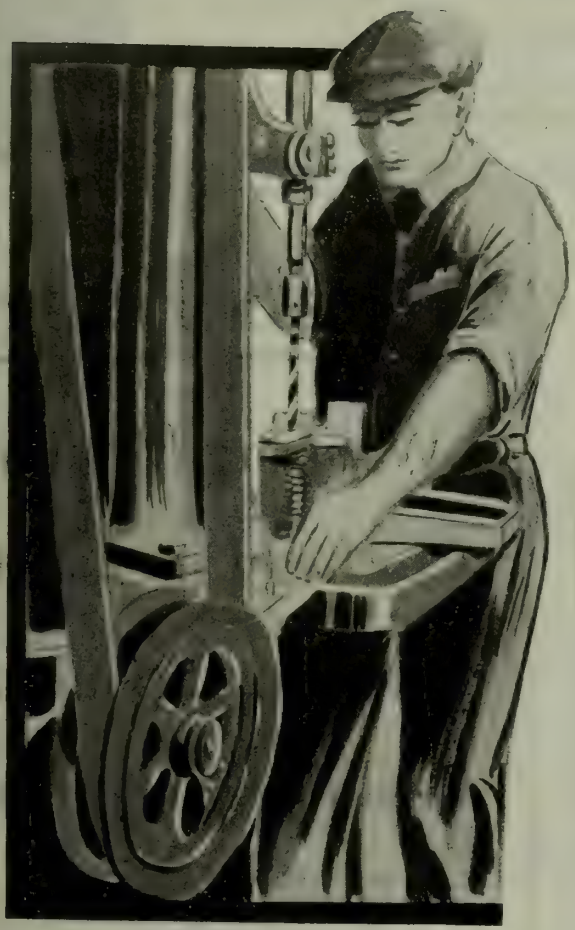
Butterfield



High Speed and Carbon Twist Drills

of the Butterfield type mean faster cutting, less power consumption, accurate duplication of work and fewer broken drills.

Butterfield Tools have a known effect in increasing production and satisfying both machinists and the shop executives.

Milling and Gear Cutters

for every type of work. You can obtain from Butterfield the proper cutter for gears as small as those of cream separators, or for as large as reduction gears for turbine drives.

Reamers, Taps and Dies

in a wide variety of styles and uses. Our latest catalog will open an interesting field of sales-operation to your Tool Department. Suppose you write for it **now** while it's fresh in your mind.

Tools for Special Purposes

Butterfield Tools cover a very wide range in size, shape, style and purpose, but obviously, problems will arise from time to time that require special tools. Butterfield's will produce, from a sample or working drawing, any tool you may receive an order for.

Butterfield & Co., Division

Union Twist Drill Co.

Rock Island - Quebec

FOREIGN REPRESENTATIVES: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitré, 785, Buenos Aires, R. A.

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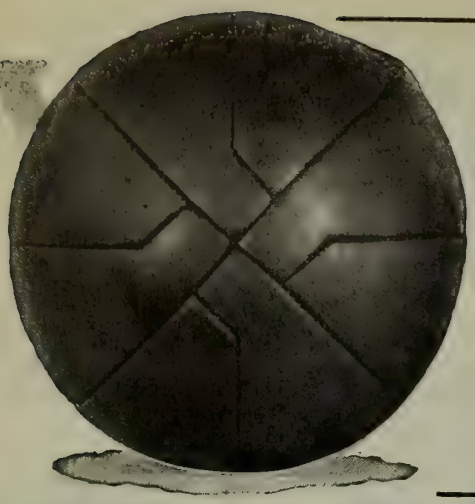

Williams, Thomas & Co.,

Byron Street Works,
LEEDS, ENGLAND

Manufacturers of

FOOTBALLS, BOXING GLOVES, PUNCHING BALLS, &c., &c.

ESTABLISHED 1900

BUYING AGENTS WANTED

Wrought and Steel Plate WASHERS

OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
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Wash Boards

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LOCKS, BOLTS AND BARS

These and all articles pertaining to the Builders', Joiners' and Carpenters' requirements are our specialty.

We are in touch with the most noted and remote manufacturers in the trade.
Do not stand and wonder where you can procure any particular line in hardware. That's ours!
We shall assemble all your requirements and dispatch in one consignment.
Let us have your enquiries at once. Delays are dangerous on a rising market.

Address your envelopes B Dept.

White & Colquhoun

Hardware Exporters

45, 47 and 49 Mains St., off Waterloo St., Glasgow

If interested, tear out this page and keep with letters to be answered.

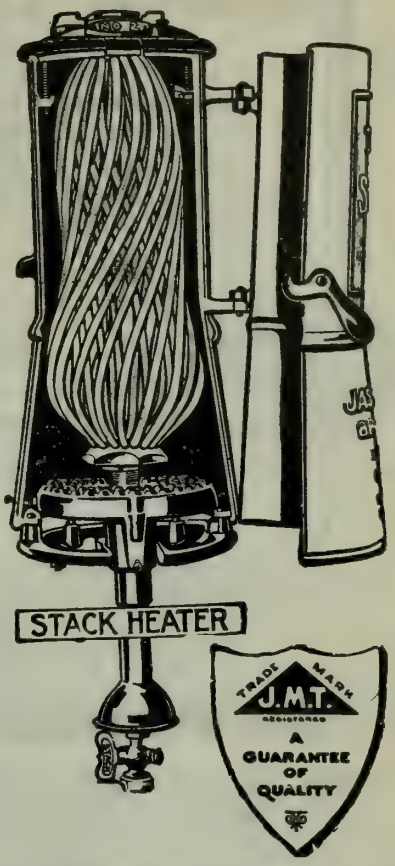
From Cold to Hot in 60 Seconds

STACK HEATER

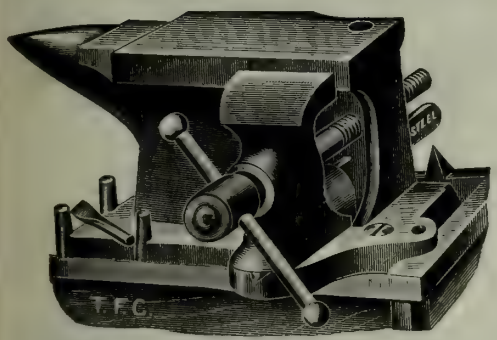
Take note of the small size and large number of coils; this means quick heat. The numerous small pipes will naturally heat water quicker than one big pipe because of the greater heating surface offered.

You can sell your prospect with certainty when you show him that this dependable heater will heat water in one minute.

Send for a Stack Heater Display Card.



The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, Toronto, Ontario



ANVIL AS ABOVE
Anvil, chilled face, size 4" x 2½", jaw 2"—one C.S. chisel and punch packed with each.

ANVIL SHOWN LOWER RIGHT HAND CORNER
Combined anvil and vise with steel pipe vise jaws, length of face, 6" and 3" jaws.

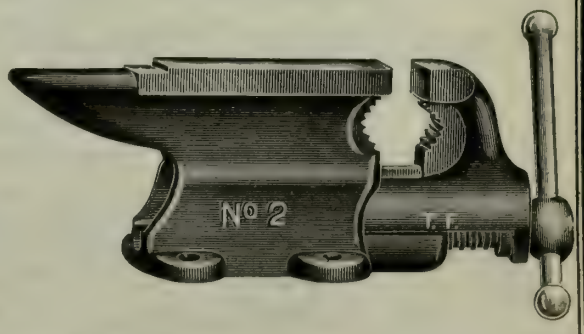
HANDY COMBINATION ANVIL AND VISE

TIME AND LABOR SAVER

Modern workshops require labor and time-saving equipment. A T-F combination anvil and vise gives the worker the benefit of several tools for the price of one. All parts are made from selected materials, specially tempered and are easily and quickly adjusted—no bolts or screws to get lost or become rusty. Write us for prices.

Taylor-Forbes Co., Limited

Head Office and Works:
Guelph, Ont.



TAYLOR-FORBES CO., LIMITED,
246 Craig St. W., Montreal.
H. C. ROGERS, LTD.,
147 Prince William Street, St. John, N.B.

TAYLOR-FORBES CO., LIMITED,
1070 Homer Street, Vancouver.
H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.

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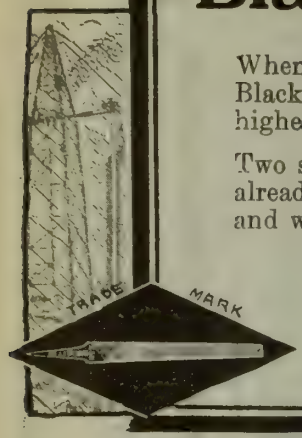
Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

MADE IN CANADA

Blacksmith's
Boiler Makers'
Machinists'
AN D
Pipe Fitters'
Tools

Write for Catalogue

A B. Jardine & Co.
LIMITED
HESPELER, ONT.

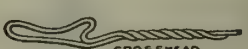
THE
LAIDLAW

LAIDLAW

Largest Stock in Canada

BALE-TIE

Prompt Shipments



LAIDLAW

CO., LTD.

Head Office and Factory: HAMILTON, ONT.

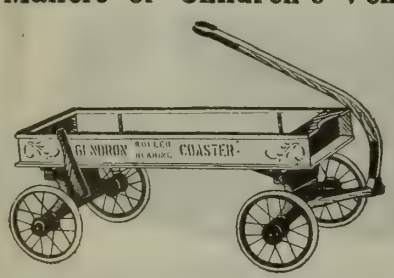
WIRE

All Sizes, Any Finish, Every Purpose

A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
H. F. Moulden & Son, Confederation Life Bldg., Winnipeg
M. Bryan, 24 Aldgate, London, Eng.

THE GENDRON MFG. CO., LTD., Toronto, Canada,

Makers of Children's Vehicles, Bathroom Fittings, Sleds and Sleighs



Lines comprise Metal and Wood Body Express Wagons, Velocipedes, Doll Cabs, Go-Carts, Baby Carriages, Carriers, Invalid Wheel and Rolling Chairs, Towel Bars, Soap and Sponge Holders.

The Gendron Mfg. Co., Limited, 137 Duchess Street, Toronto, Canada

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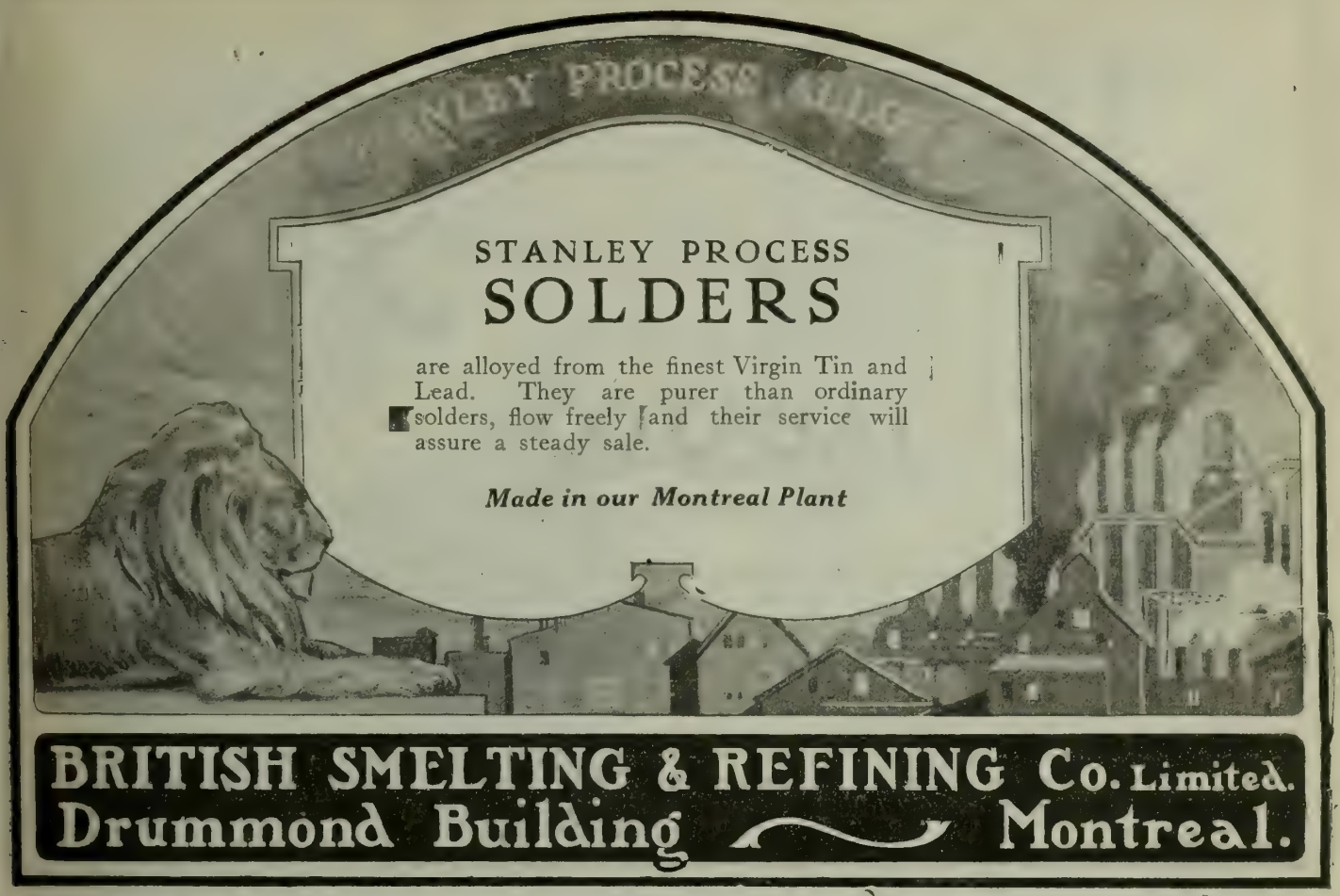

BRITISH SMELTING & REFINING Co. Limited.
Drummond Building Montreal.

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

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The Ups and Downs of Business

Can be made more level by selling only products of proven merit.

Tapatco Collar Pads have smoothed the business path of dealers who feature this line. They build sales on the bed rock of satisfaction.

The Tapatco Stapling Device, an exclusive patent with

TAPATCO
REGISTERED TRADE MARK
BRAND
COLLAR PADS

is one of the features that make for exceptional endurance.

The comfort they give horses and the snug fit is the result of their soft, pliable, cushionlike padding.

Every time you sell a Tapatco Pad you may safetly credit yourself with a satisfied customer. These Pads have been winning friends for years.

The American Pad & Textile Company
Chatham, Ontario

Tapatco Gloves

Another business-building line that dealers hold in great favor—because of the rigidly - maintained standard of quality for which they are known among people who constantly use work-gloves.

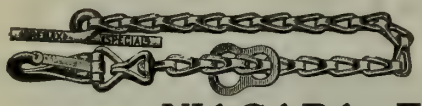
STYLES

Gauntlet, Knit Wrist and Band Top. In Heavy, Medium and Light Weights. Also Leather-Tip and Leather-faced Gloves, Jersey Gloves and Mitts in Tan, Slate or Oxfords. Made of best grade Cantons.

Congratulations to Canada!

Her rapid growth and industrial activity are winning the admiration of the whole world.

We are proud to number so many of her splendid Merchants on our books as satisfied customers.



Our Catalogue still free for the asking

NIAGARA FALLS METAL STAMPING WORKS

237-239 TENTH STREET — D. A. McDONALD, 141 Bannatyne Ave., WINNIPEG, MAN. *Sales Representative for Manitoba* — NIAGARA FALLS, N.Y.

E. Roy, 65½ St. Andre St., Montreal, Que. — A. S. Butchart, 26 Adelaide St. W., Toronto — C. C. Cartwright, Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT

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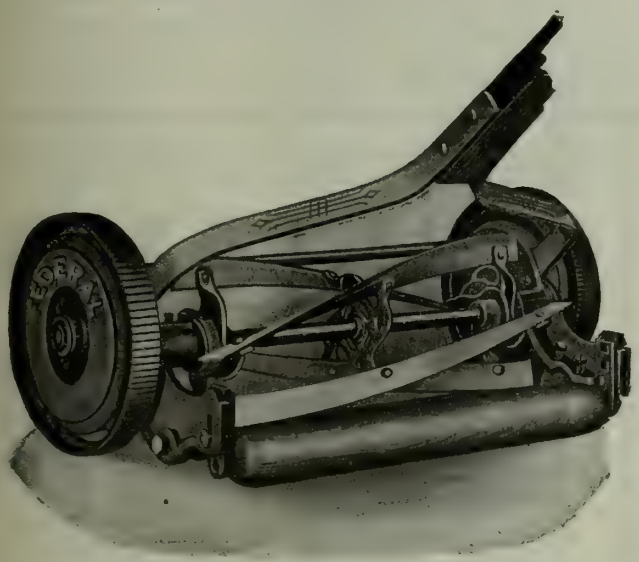
The Federal

Wheels 8 inches; raised rim. Four blades; reel 5¾ in. A serviceable, light running mower.

BEST QUALITY OF MATERIAL

The reel shaft runs in the best brass bearings. Unequaled in quality for the price. Made in 14, 16 and 18-inch sizes.



Selling Features

that count in

Eureka Mowers

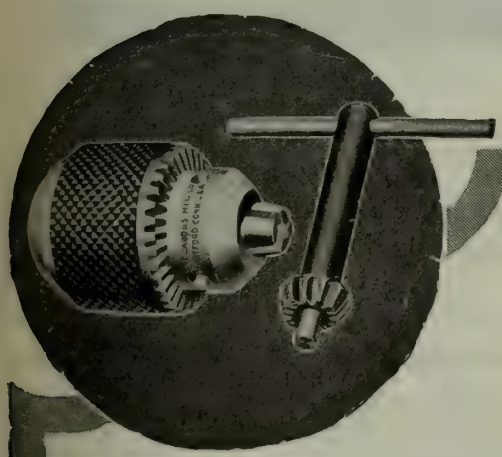
Accurately made by skilled mechanics; attractively painted; thoroughly inspected and tested before shipping. Clean, reinforced light gray iron castings made in our own foundry. Disks and side plates automatically machined within 3/1000 of an inch tolerance, insuring perfect fit with hub of wheel which is accurately reamed for axle. This accurate machining insures correct replacement of parts. All wheels, either open or closed, have reinforced, raised rim to keep grit, etc., from the gears. Knives of special process crucible steel formed and hardened with exactness and ground to perfect cylinders on same bearings on which they cut grass. Special three-point catch pinions. Bearings either ball or split brass bush, easily adjusted. A solid steel tree guard. Ask for catalog with full details.

The Eureka Planter Co.

Limited

Woodstock, Ontario

The Line Of Least Resistance



It's the line of Jacobs Chucks when it comes to selling. Their firm grip, accuracy and ease of adjustment have made them the choice of the man behind the drill.

And because of this preference, Jacobs Chucks have been selected as standard equipment by foremost manufacturers of portable drills.

That's why Canadian Hardware Dealers handling mill supplies have found Jacobs Chucks a most profitable line.

Your cue: Carry a full line of Jacobs Chucks. You owe it to your customers—and to yourself.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

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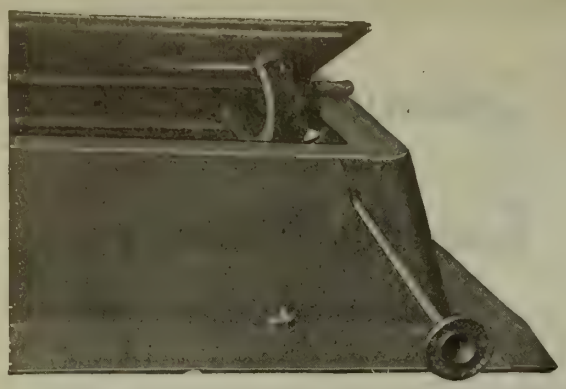


QUALITY *SERVICE*

THE BON LIMITED CHANDELIERS YOUR LIGHTS SHINE EVERYWHERE OUR MOTTO QUALITY MANTELS - GRATES & TILES

Barton-Netting Co.
LIMITED
9-11-13 East Pitt St. Windsor, Ont.

Lighting Fixtures and Electric Appliances
Mantles, Coal, Gas and Electric Grates
Floor and Wall Tile for Bathrooms, etc.

OUR DOME DAMPER HAS ALL OTHERS BEATEN EVERY WAY

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

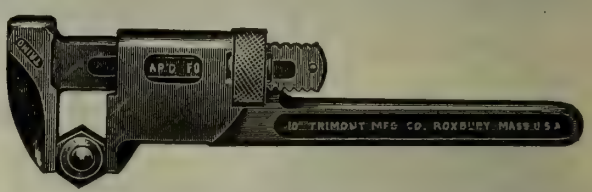
Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

TRIMO

The Trimo Pipe Cutter can be converted into a one-wheel or three-wheel cutter by substituting wheels for rolls or rolls for wheels. When making changes care must be taken to replace cotter pins which must always be in place to give proper service.



The Trimo Monkey Wrench is built for strength, especially adapted for heavy work and railroad use.

Trimont Mfg. Company
Roxbury (Boston) Mass, U.S.A.

CANADIAN ROLLING MILLS CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

Manufacturers of

BAR IRON and STEEL: Rounds, Squares and Flats
Also Twisted Steel Bars for Reinforcing

SELLING AGENTS:

CANADIAN TUBE & IRON COMPANY, Limited, MONTREAL

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The
STANLEY WORKS
Rolling Door
Set No. 2510

MANY of your customers cannot use outside swung garage doors. All of them will welcome Hardware that demands minimum space in which to operate the doors.

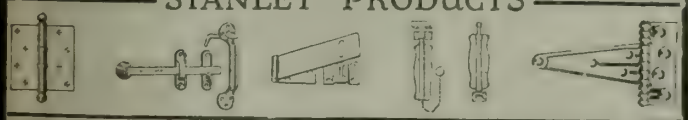
See that they know about Rolling Door Set No. 2510. It combines all the good features possible to obtain in Rolling Door Hardware, and is a popular seller everywhere.

The STANLEY WORKS Garage Hardware is favored for its adaptability and quality and is long lasting! It is well to be fully supplied; otherwise you risk disappointing your trade—not to speak of losing profitable sales.

If you have not received a copy of The STANLEY WORKS Garage Hardware for Rolling Doors catalog, R55, we will mail you one.

Canadian Representative
A. MacFarlane & Co., Coristine Bldg., Montreal

STANLEY PRODUCTS



The Stanley Works-New Britain, Conn.-New York-Chicago.

It Pays You To Sell Standard Goods

Your customers get good value for their money and gain confidence in you.

Famous Five Files are the best you can offer file users.

They have been the standard of quality for over fifty years.

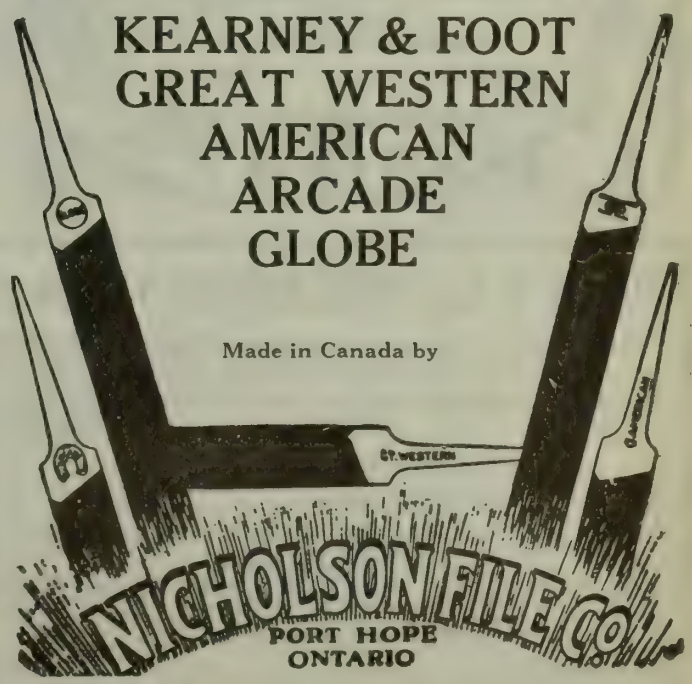
Your customers know this and want Famous Five Files. Sell them Famous Five Files and they will come back for more.

Replenish as you run out; we carry big reserves, that jobbers may take care of orders promptly.

The Famous Five are:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by



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BIG PROFITS

FOR THE RETAIL HARDWARE STORE

SELLING

Tents and Camp Equipment

WE ARE WHOLESALE MANUFACTURERS—TRY US

WOODS MANUFACTURING CO., LIMITED

OTTAWA

UNIMECO WROUGHT WASHERS

MADE IN CANADA

Prompt Shipments

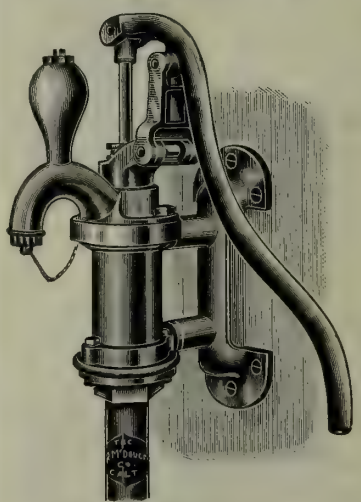
of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO. LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

McDougall Pumps



ELITE Bracket Force Pump
Fig. 283

Have the Reputation and Appearance.

This Combination Means

"Sales"

These Pumps are continually coming through the Factory. Your order would receive prompt attention.

THE R. McDOUGALL CO., LTD.
GALT - - CANADA

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

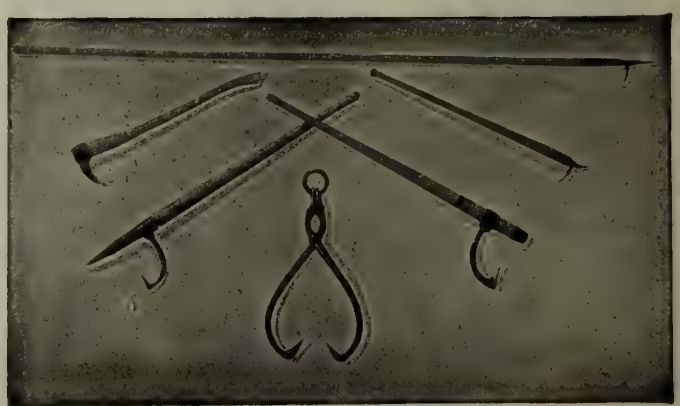
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario



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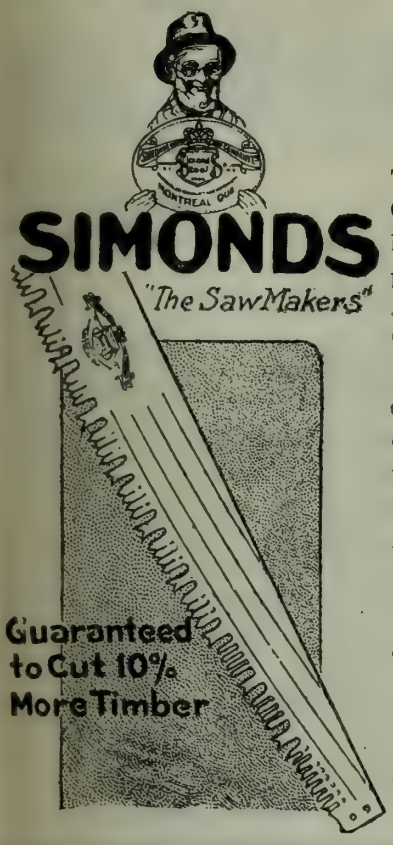
CRESCENT-GROUND SAW LEADERS



The Simonds Crescent-Ground Cross-Cut Saw has a trade-pulling power which dealers everywhere recognize. There is no cross-cut saw on the market that can equal a Simonds for efficient and easy cutting unless it is another Simonds.

Write for catalog and prices.

Simonds Canada Saw Co., Ltd.

St. Remi St. Acorn Ave.
MONTREAL, QUE.
Vancouver, B.C., St. John, N.B.

Arrowhead Saws

Vanadium Steel

The Standard of Canada

"Arrow heads" are good sellers that make satisfied customers and bring repeat business because they are made right. Made right in temper, balance, hang and properly set.

Put one in the hands of a mechanic. Watch your customer register recognition, satisfaction, appreciation, desire and purchase.

T. F. Shurly Company

Limited

St. Catharines, Ontario

TEMPER

Some razors like some men are spoiled by bad temper.

A razor that doesn't show a good, even temper doesn't get a chance to get over your counter. BUT G. W. KORN'S DO.—

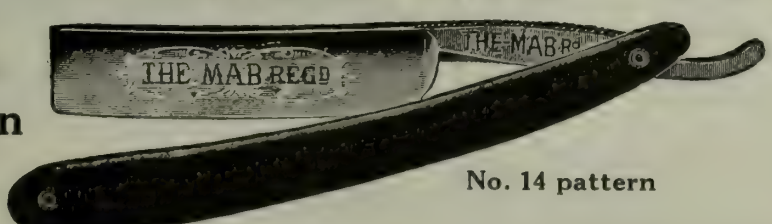
And the G. W. Korn line includes a style at a price to suit all classes.

GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y., U.S.A.

Canada Office: 140 McGill Street, Montreal

The Famous "MAB" RAZORS

25 years reputation



No. 14 pattern

Dwarf size for self-shavers

Large size for barbers

"Mab" Razors are known throughout the world and recognized by all as the acme of perfection, made from the finest Sheffield steel. Every razor guaranteed perfect. Mab pocket cutlery is also made from the same steel.

Apply for prices and particulars from our Canadian agents

THE CANADIAN SALES CO., 11 Adelaide Street East, Toronto TELEPHONE MAIN, 6510

Made by THE "MAB" CO., Birmingham and Sheffield, England

If interested, tear out this page and keep with letters to be answered.

A Profitable Seller

It's good business to sell **Vol-Peek.** 60% profit. No expense. Simply place our attractive display stand on your counter. It sells the goods on sight. Every housewife needs **Vol-Peek.** Guaranteed to mend Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., at one-half cent per mend. Easily applied by hand. Hardens quickly.

Order your display stand to-day. Contains 24 packages, for $2.25. Sells at 15c per package.

Advertised all over Canada

Your jobber has them.

H. NAGLE & COMPANY

Owning and Operating Vol-Peek Mfg.Co.
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More Profitable Lines for the Hardware Dealer

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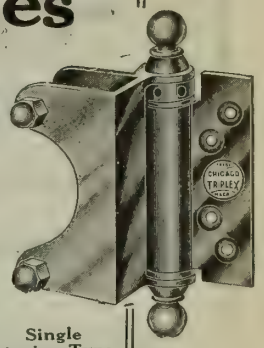

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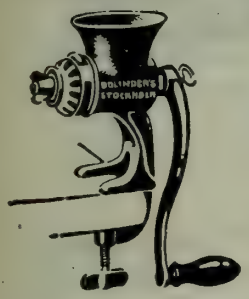

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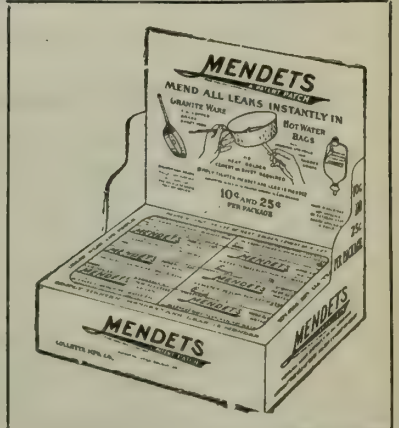

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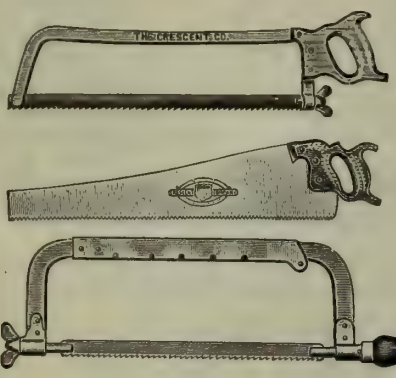

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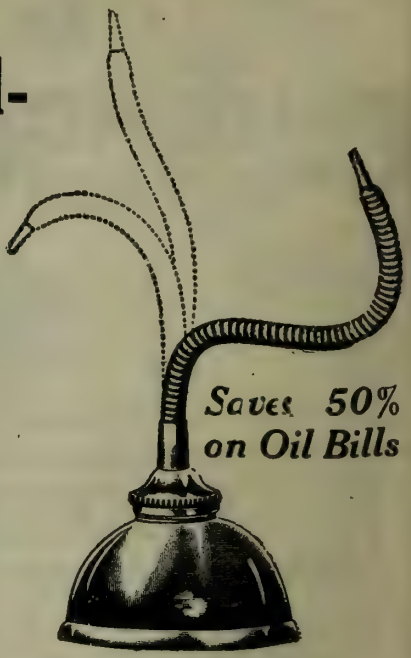

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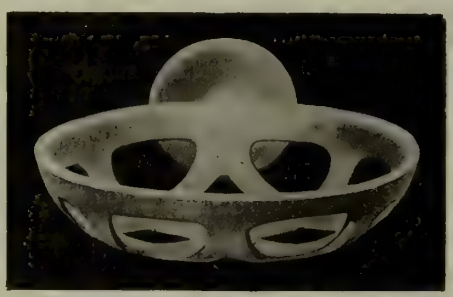

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It is remarkably handsome in appearance and strikingly original in design.

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American Enamel Products Co.
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Ask Your Jobber

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High Quality

The annual sales of Hoyt Metal amount to $10,000,000!

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, MAY 29, 1920 No. 22

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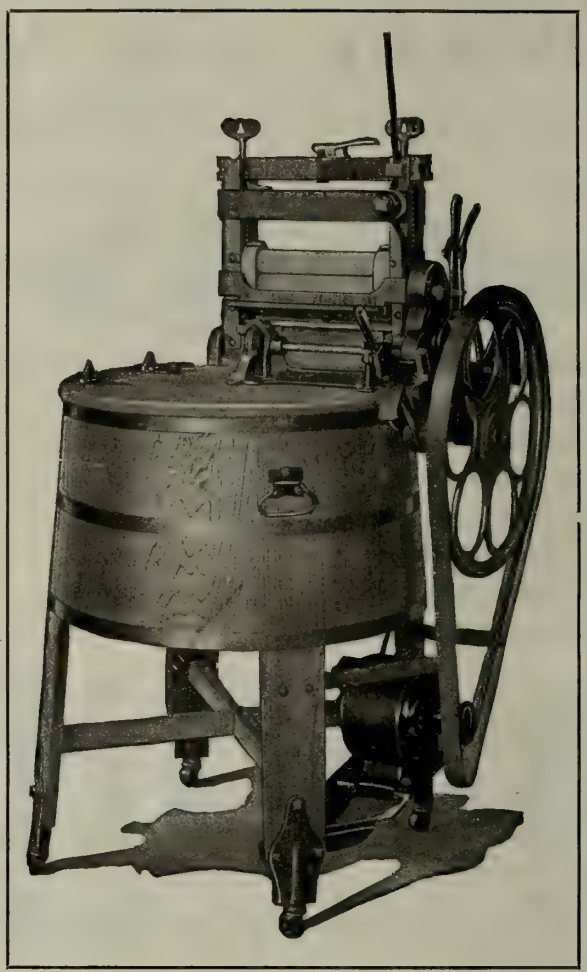

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, MAY 29, 1920 No. 22

Questions and Answers on New Taxes

Many Interesting Points Raised by Hardware Dealers—Government's Interpretation of New Taxation Clears up Much Confusion as to Procedure and Articles to be Taxed

AS MANY points have been raised by hardware dealers in connection with the application of the new taxation, and on taking up these matters with the Department of Inland Revenue, HARDWARE AND METAL has secured much information of value to the trade For this reason herewith are reproduced a series of questions and answers based on the Government's interpretation of the taxes. The answers given will clear up a great many points on which there has been much confusion:

* * *

Plated Ware

Question.—What constitutes plated ware?

Answer.—Any plated ware whatever, in so far as it is for use in the household or office. This is interpreted as applying to electrical appliances, safety razors, cutlery, and all such articles for personal or table use. It does not include plated hardware entering into the construction of the office or house such as builders' hardware, but electric and gas fixtures are taxable under a special section.

* * *

Deposit Ware

Question.—What is deposit ware?

Answer.—Deposit ware consists of articles for table or household use on which a pattern in gold or silver is deposited on the glassware or china.

* * *

Imitation Goods

Question.—Are imitation goods taxable as the genuine article?

Answer.—Yes. Imitation goods where the name of the genuine article is used such as in ivory goods, is taxable in the same category as the genuine article. Same applies to composition goods such as composition ivory billiard balls.

* * *

Tax on Solid and Plated Ware

Question.—What is the relation between the tax on solid and plated ware?

Answer.—Special taxes are outlined for either solid or plated ware. the former carrying a higher percentage than the latter.

* * *

Chandeliers

Question.—What articles are included as chandeliers?

QUESTION LEGALITY OF TAXES

Legality of the collection of "luxury taxes" before the Drayton budget is approved and finally passed by the House of Commons is questioned by many Toronto dealers.

"How can the Minister of Finance, merely on his own 'say-so,' impose this tax of 10 or 20 per cent. and insist on its collection before the House has come to a decision? Is Parliament running the country or is Sir Henry Drayton?" asks one dealer.

"Of course, it is a Government measure and it is reasonably certain that it will be carried," said one official. "That is why it is done. And, of course, the Government can make the tax retroactive. The objection is a technical one, but there's something in it."

Answer.—All ceiling electroliers, gasoliers and candelabra having two lights or more are subject to the 20 per cent. excise tax.

* * *

Tax Not Returnable When Goods Exported

Question—I am a manufacturer and pay a 1 per cent. tax on materials imported and used in producing other materials subsequently exported. Will I be permitted to refund to myself the amount of the tax paid in the first instance.

Answer.—To this the Government answers that the sales tax is not applicable to goods exported. This does not answer the question completely but it is evident that once the tax is paid it is not returnable.

* * *

Contracts for Future Delivery

Question.—Manufacturer has a signed contract to deliver quantity of gramophones at stated prices to include the tax. Can he compel customer to take delivery at contract prices plus additional ten per cent., or would he be allowed to fill old contracts without adding present additional tax? Are gramophones sub to one per cent. tax in addition to the 20 per cent.

Answer.—Increased tax on gramophones came into effect and applied to all shipments by manufacturers made after the 18th. One per cent. sales tax also applies.

* * *

Tax Invites Cancellations

Question.—Our business is all done by orders placed in advance. Having new tax invites cancellations of contracts. Must we add percentage under these conditions?

Answer.—Sales tax in force on goods delivered after 18th.

* * *

Tax on Small Sales

Question.—What tax is payable on individual sales by manufacturer or wholesaler where sale price is fraction of one dollar, as on small sales to plumbers?

* * *

Answer.—Customs practice prevails.

Tax on Automobiles

Question.—Is 15 per cent. tax on autos in addition to the present 10 per cent., or instead of it?

Answer.—Fifteen per cent. on automobiles supersedes former 10 per cent. tax.

* * *

Shipments on Standing Contracts

Question.—We have contracts made early this year with deliveries during this year. Do we charge 1 per cent. on shipments made on this contract from now on?

Answer.—Shipments made after 18th instant are liable to sales tax.

* * *

No Tax on Exported Goods

Question.—Presume new taxes do not apply upon instruments exported to foreign countries?

Answer.—Excise tax not applicable to pianos exported.

* * *

Retailer Liable as Wholesaler for Turnover Tax

Question.—Are sales of plated ware to hospitals, hotels, steamships, railway companies, restaurants, institutions, etc., to whom we sell wholesale prices, subject to 1 per cent. tax, the same as other

(Continued on page 38)

Retailers Must Keep Own Sales Records

No Luxury Stamps to be Issued—Retailers Must be Able to Verify Returns—Application of the Turnover Tax—Some Technicalities Cleared Up

DURING the past week scores of official rulings have been handed out by the Government in regard to the application of the tax. For one thing it has been made clear that the Department of Finance does not propose to issue luxury stamps. Retailers are told they must use their own discretion in keeping records of sales and should be able to verify their returns by affidavit and proof, if necessary. Local officials say that retailers who neglect to keep reliable evidence of their sales since May 19 make themselves liable to prosecution. No advice is offered as to how best records should be kept.

The plan being followed in a number of cases for keeping a record of taxes is to make out an invoice for each sale in triplicate with the amount of the tax shown as a separate item. Returns are to be made to the Government twice monthly together with one copy of each invoice as showing the amount of the tax. In cases where a retailer is of the opinion that showing the amount of the tax separately might interfere with sales he is authorized to include the amount of the tax with the sale price of the article and enter it on the invoice as the name of the article and "including luxury tax." One dealer stated that customers already had shown a willingness to pay an inclusive price, while they objected to paying the retail price plus the tax.

Turnover Tax Applications

Regarding the 1 per cent. turnover tax to be charged by the wholesalers, some rulings under this heading are as follows:

The 1 per cent. sales tax to be charged by the wholesalers was much discussed. Some of the rulings on this head were:

(1) Tax was applicable on cash discounts.

(2) Tax does not apply on articles sold for export.

(3) Specified luxuries sold by wholesale houses to contractors subject to 1 per cent. sales tax as well as luxury tax.

(4) Goods delivered on May 19 or after subject to tax, irrespective of when contract was made.

Technicalities to be Considered

Some technicalities on which the Government has promised consideration are:

(1) That a contractor who builds a house or a merchant tailor who builds a suit are technically manufacturers.

(2) That small cash sales in wholesale houses may be reported in some other way than by copies of invoices, which might be difficult to produce.

As regards the taxing of luxuries on the sale direct to the consumer, many questions asked have brought the ruling that goods may be reduced in price to exempt them from tax. "One of the objects is to reduce the cost of living," says the Government.

Another ruling was that vendors were responsible for the payment of the tax to the Government.

RETAILER'S TAX RETURNS TO GOVERNMENT

Practically every retailer in Canada will have to make semi-monthly returns of sales made of the various articles named in the tariff resolutions, and of the so-called "luxury" taxes he has collected in this manner. This will entail making out of every sales receipt in triplicate, and the instruction of drivers of delivery waggons to make collections when delivering taxable goods to those who have ordered by telephone or at the store c.o.d.

One copy of the receipt for each sale will go in the semi-monthly returns to the local collector of the taxes, with a detailed statement of the amount due. There will have to be an army of inspectors appointed by the department, and a large number of business firms involved will have to secure more clerical help to get ready, add up and forward these returns. This is true as well of the manufacturers, wholesalers and importers coming under the sales tax, even though they have to make returns only monthly. The problem of making the returns, so far as the manufacturers, wholesalers and importers are concerned, has been greatly complicated because there is a list of goods which are exempted. Every line of goods handled has to be classified, and the sales made divided into a free list and one on which the turnover tax has to be paid.

Returns are made to the nearest Government Tax Collector.

Boom in High-Speed Tool Steels and Tungsten in England

Reports from Sheffield, England, are that heavy buying orders from America and a greater domestic demand indicate increased prices for high-speed steel. Shortly after the war there was a great depression in the high-speed steel trade and in tungsten. To-day, however, both branches are flourishing. There is a large demand by local firms for tungsten. More tungsten powder could be sold than is possible to supply. Prices of ferro-tungsten and powder, steel alloys, ferro-molybdenum and ferro-silicon are stiffening. Ferro-vanadium is practically unprocurable.

QUESTIONS AND ANSWERS

(Continued from page 37)

wholesale orders, or does the 10 per cent. tax apply? If so, do both?

Answer.—Both luxury and sale tax are payable.

* * *

Ruling as to Tax Collection

Question. — Advise if wholesalers should collect one or two per cent. from retailer on all taxable sales. If we only collect one per cent. and pay that to the Government and pay one per cent. to manufacturers on all goods purchased by us we will lose one per cent. Seems to be misunderstanding on this point. Can you remove it? Is tax to be levied once or twice on same goods on passing from manufacturer to wholesaler and thence to retailer?

Answer.—Tax applicable to both manufacturer and wholesaler unless absorbed. Tax must be shown separately on invoice from manufacturer to wholesaler and on invoice from wholesaler to retailer.

* * *

Not Included in Cost

Question.—We are manufacturers and sell to dealers and jobbers only. Are we permitted to absorb the one per cent. tax or pay same ourselves to the Government?

Answer.—Tax must not be included in manufacturer's cost on which profit is calculated. Invoice must show separately amount of tax payable when not absorbed by manufacturer or wholesaler.

* * *

Tax Total Amount

Question.—In the case of goods on which a set amount of exemption is outlined, is the tax payable on the whole amount or what amount which is above the exemption figure?

Answer.—In cases where the article sells at a higher figure than the stipulated amount tax is payable on the total cost of the article, not on the amount above the exemption figure.

* * *

Selling on Instalment Plan

Question.—How is the tax collected when selling goods on the instalment plan?

Answer.—When selling on the instalment plan the tax on the full amount must be collected with the first instalment. That is, the dealer must pay the full amount of the tax to the Government with the first instalment, and it is then up to him to make his charge for the amount.

* * *

When to Make Returns

Question.—When are returns to be made on taxes collected?

Answer.—All manufacturers, wholesalers and jobbers are required to make monthly returns on the first of each month.

All retailers will make their returns on the first and fifteenth of each month.

Effect of Taxes on Automotive Industry

Application of New Taxes Indicates That Automotive Industry is Now Classed as a Great National Asset and Not a Luxury

THE fact that the passenger automobile in Canada has now been recognized as a utilitarian necessity rather than a luxury, is perhaps one of the most significant factors as demonstrated in the application of the new taxes. It is claimed to be one of the greatest moral victories ever achieved in the automotive industry in Canada to have its product classed as a great national asset.

For some time prior to the presentation of the Budget there were rumors in circulation of impending drastic motor car taxation, but it is now seen that the 7½ per cent. war excise tax on passenger cars and trucks has been wiped out (a net reduction of 7½ per cent. on imported motor trucks) and the excise tax of 10 per cent. is increased to 15 per cent. on passenger cars.

A one per cent. tax on sales by manfacturers and wholesalers has been imposed, this making the total equal to an excise tax of 16 per cent. Thus on cars imported from the United States, per $100 of manufacturer's cost, the total taxation collected by the Canadian Government is $56.60 as compared with $56.75 under the former arrangement. (a decrease of 15 cents). This calculation does not take into consideration the fluctuation of exchange.

The Canadian manufacturer of motor cars is not so well off, for he is compelled to absorb in his car's selling price not only his own one per cent, and the 15 per cent. excise tax, but also the one per cent. charged against the various Canadian manufacturers making parts used in his car. Some of these parts will pass through the hands of several manufacturers, each of whom will add cumulatively his one per cent.

It is true, too, that the Canadian motor car manufacturer has had his protection reduced by the withdrawal of the 7½ per cent. war import tax. This tax, however, was imposed for war revenue and not protection purposes.

The business profits tax has been reduced. Exemption has been increased from 7 to 10 per cent. On profits in excess of 10 per cent. on capital to 15 per cent., the tax will be 20 per cent.; from 15 to 20 per cent., tax will be 30 per cent.; on 20 to 30 per cent., the tax will be 50 per cent., and on profits in excess of 30 per cent. on capital, the tax will be 60 per cent. For small businesses with capital of not less than $25,000 and under $50,000, 20 per cent. on all profits exceeding 10 per cent. will be taken instead of 25 per cent.. as heretofore. The income tax, on the other hand. has been raised, the tax rate being increased by 5 per cent. on incomes of $5,000 and over.

It seems clear that the new excise tax applies on all sales of cars taken out of storehouse on or after the 19th, whether previous sale was made or not. (A show room or garage is held to be a "storehouse" by the Department of Inland Revenue). If this is the case, and there seems no doubt about it from the text then it would seem to be a matter of simple equity that the 7½ per cent. war tax collected on cars in stock should be refunded.

EXPORT SPARK PLUGS TO ENGLAND

It is significant of the steps being taken to readjust the badly distorted balance of trade between Canada and England, that Canadian spark plugs are now being shipped to England for the first time. A large Canadian company has just made its initial shipment of spark plugs, thereby establishing a precedent in the fact that a Canadian manufacturer is shipping into a field which formerly supplied this country, rather than looking to Canada for its supplies.

German Scrap Iron and Steel Prices Decline

The fall in the prices for scrap iron and steel in Germany, which commenced in February, has continued in the past few weeks. As compared with 2,800 marks per ton in that month, the price has dropped to about 1,100 marks. The decline is attributed to the increase incentive imparted to the collection of material. The scrap merchant associations in different districts have combined to firm a central office in order uniformly to represent the interests of the scrap trade, particularly in regard to the Federation of the iron and steel industry.

Remington Arms Company Reorganization

The Remington Arms Company has been incorporated under the laws of Delaware, with a capital of $110,000,000, as a step in bringing about a reorganization of the Remington Arms-Union Metallic Cartridge Company of Bridgeport, a Connecticut corporation. Since the close of the war the Remington Arms-Union Metallic Cartridge Company has sold a large part of its war plants in Bridgeport and vicinity. The plans call for an extension of the business of the company from that of manufacturing arms and munitions to other lines.

Call it a Car

"HO, Bill! That'll hold her! Slam her shut! Call it a car!"
"Hey there, you Checker! Jam your blinkin' seal on that door! . . . . Couple on and yank her out! Us guys is quick workers. We got two more to load to-night! Call it a car!"

* * * * * *

Such is the simple and good-natured formula—or approximately the formula by which something like $18,000,000 may be said to have been added unnecessarily to the past 12 months' cost of operating the Canadian railways.*

It is the jocular touch of an indifferent hand—by which the "safety margin" of car supply over car demand in Canada was and still is being cut down every day in spite of the railways.

It is the little episode—repeated thousands of times a day at thousands of loading points—which added 500,000 unnecessary car trips to the Canadian transportation program in the last year—each trip averaging 243 miles under load and 89 miles empty, and occupying 14 car days.

Thus the constant service of 10,000 freight cars was devoted to unnecessary work instead of remaining in reserve to meet emergencies.

Thus 4,000 unnecessary trains were moved.

Thus 8,000 unnecessary engines were employed instead of being in reserve.

Thus 79 miles of precious track-room was occupied instead of being free to preserve the elasticity of terminal and passing track capacity, thus reducing the margin between an easy car movement—and possible congestion with embargoes.

Thus 10,000 times 17 tons of tare weight (the weight of the car alone) was added to the constant burden of the railways the whole year through —or 170,000 extra tons.

Thus 6,000,000 tons of coal were taken from the available supply.

Thus all movement was slower.

Thus the entire machinery of Canadian business was slowed up ! Depressing, subtly but surely, the volume of business in your factories and warehouses! Cutting down the rate of turn-over ! Running up the overhead per unit of sale! Thinning your profits!

*** Figures based on 1918 Government statistics regarding average performance.**

Object to Duplication of Turnover Tax

Manufacturers and Wholesalers Dissatisfied With Vagueness of Tax Orders When Selling on Term Basis, Tax Will Have to be Advanced in Full by Vendor—Where Are the Mail Order Houses?

Montreal.—The budget still holds the interest of business men in this important commercial and industrial centre. Opinions and comments are very diverse. There is one respect in which most expressions and comments agree, and that is as to the vagueness of the orders. It is difficult, seemingly, for manufacturers, jobbers and wholesalers, and for retailers, too, to know just where they are at. Some have been hesitant about making a definite move, though HARDWARE AND METAL finds, upon investigating the matter, that manufacturers, jobbers and wholesalers are adding the one per cent. to invoices, and have been doing so since May 19. In the absence of more definite particulars from Ottawa, however, a great deal of dissatisfaction has been expressed, and the earlier the mist is cleared away, leaving the situation unbeclouded, the less will be the anxiety and unrest in business circles.

Perhaps the best summing up of wholesalers and manufacturers was made at a meeting of the Montreal section of the Canadian Manufacturers' Association, held on Tuesday of this week, when action was taken in connection with drawing up resolutions and sending a delegation to Ottawa. At this meeting the members present expressed themselves frankly, and a general expression of views is being asked from members of the association.

Duplication of Tax

One of the great objections is that of the duplication of the one per cent. tax. As a matter of fact it was brought out at this meeting that the Government, apparently, had not intended that there be a 1 per cent. tax on imports. Asked as to this, some members expressed their belief that the Government had seen an opportunity of augmenting the revenue still more by the application of such a tax, and that this would be imposed. Added several times to invoices that were naturally larger, as goods passed from one hand, or rather from one dealer to another, it was argued by several members that the tax would total a very considerable sum, multiplied as it would be.

Another point brought out was that wholesalers and manufacturers, selling on a term basis, would be required to finance the one per cent. tax until the maturity of an invoice. While it was generally agreed that the Government had to raise revenue, exception was taken to financing the tax charges in this way. Apparently no provision was made for deferred collection of this tax; it was payable at the time of sale.

Where the Mail-Order House?

"Where does the mail-order house come in? Are they classed as manufacturers? Are they in the manufacturers' class?"

These questions were asked of HARD-

"Excess Profits Tax a Camouflage"

AT the recent convention of the Southern Hardware Jobbers' Association and the American Hardware Manufacturers' Association in Atlantic City, a number of important resolutions dealing with conditions and difficulties affecting the hardware trade were adopted. For the reason that the trade in Canada is interested in noting how the trade in other countries is meeting these problems, the resolutions, as referred to, are outlined herewith:—

Whereas: There appears to be a growing public sentiment against high prices, which sentiment should be regarded and heeded by both manufacturer and distributer;

Whereas: These high prices are caused, to a large extent, by unscientific, cumbersome and vexatious methods of taxation;

Now, therefore, be it resolved: That the American Hardware Manufacturers' Association express most emphatically their condemnation of the present unbusinesslike tax method and the expensive regulations under which the tax laws are administered. We most seriously urge the adoption of a more direct system of taxation and a reduction in the cost of administration. The so-called excess profits tax is, in a large measure, a camouflage for vote-getting, and is a burden upon the Government which forces higher taxes and is altogether unbusinesslike because of its wastefulness. We are earnestly in favor of a reduction in these Governmental overhead expenses which, if accomplished, will enable us to refrain from unduly advancing selling prices.

Whereas: There is now pending before the Ways and Means Committee of the House of Representatives a bill providing for increased taxation in order to permit the payment of bonuses to those who were actively engaged in the service of our country during the war;

Whereas: It has been proposed to impose additional taxes upon industry and to make these taxes retroactive;

Therefore, be it resolved: That we record our emphatic protest against larger taxes on industry and more particularly against the suggestion that these taxes be made retroactive. Such provisions as these have in them serious danger of disaster, as we believe there are many industries having closed their accounts for years prior to the current one, and who have also reached the limit of financial resources and borrowing capacity. The imposition of retroactive taxes upon such industries would bring strain to the breaking point. We therefore urge upon Congress that great wisdom be displayed before enacting such measures.

Whereas: It appears that we are approaching a serious condition of inflation as a result of the upheaval of the war, and

Whereas: High prices are encouraging severe criticism fromhigh level, which condition resulted in a very general high cost of living;

Whereas:High prices are encouraging severe criticism from the great majority of our people, which is a condition which should be heeded by both producers and distributers;

Now, therefore, be it resolved: That the American Hardware Manufacturers' Association now place itself on record as being in full harmony with the desire of our people to prevent further advances in prices and should do its full share in bringing about a more healthful condition of affairs, and to frankly state some of the difficulties in accomplishing this resolve. First, costs of production are constantly increasing through conditions beyond our control, such as increases in the costs of basic raw materials and fuel, caused by strikes of the miners; inadequacy in the supply of steel caused by the steel strike, the result of which was fortunately the preservation of the principle of the open shop; inadequate transportation facilities, caused by strikes of the railroad men, and railroad embargoes which necessarily followed the interruption caused by the strike. The costs of production are also increased by the continual demand of workers for increased pay. These conditions must be corrected befor the upward trend of prices can be arrested. We therefore make a most earnest plea to our workers to co-operate with us in our sincere desire to keep selling prices upon as reasonable a basis as possible. We need the assistance of the workers and we plead for it, in their interest as in our own. We also believe that our efforts are in harmony with the desire of the distributers, with whom we are now in joint convention. We urge all of our members to frankly place this condition and its cause before their respective employees in the hope of establishing a rule of reason which will bring stability out of a dangerous situation. We can see but one solution of the present difficulty and that solution can be summarized in one word—production, and this thought should also be frankly and truthfully placed before all employees if the proper solution is to be found.

WARE AND METAL by the representative of a large Canadian manufacturing firm. That is the point. How will they be diagnosed? There is no question but that these mail-order houses are manufacturers. Will they be so considered for the purposes of the budget? In fairness to the various branches of the trade these houses ought to bear, and must bear, their share of the imposed taxes. A defining of the points is eagerly awaited by the manufacturing and other branches of commercial and industrial business. A definite ruling will doubtless soon be made.

Among comments made by members of the C. M. A. at Montreal, the following are of interest:

J. Chesney, manager of Almy's Ltd., speaking on behalf of the St. Catherine Street retailers, pointed out the hardship which would result to dealers who gave four, five or six months' credit, if they had to pay the tax within fifteen days of delivery of the goods, and suggested that the association should demand of the Government that they interpret "consummation of the deal" as the actual payment of the bill.

M. Hirsch expressed the opinion that the Government had not originally intended to make the one per cent. tax so extensive, but subsequent enquiries as to whether it had to be paid on imports, whether it was payable on repeat sales, etc., had shown the authorities a way of getting more out of it than they originally intended.

(Continued on page 42)

Who Collects the Tax and How Much?

(CLIP THIS OUT FOR REFERENCE)

Owing to the fact that there is considerable misunderstanding among the trade as to who collects the various taxes and the percentage charged, the following table outlining goods sold in the hardware trade will be helpful:

EXCISE TAX

(Taxes Payable by Retailer)

Tax on following articles **to be charged by retailer when selling to consumer** or on importation for consumption or use other than resale :

(10 per cent. tax) Trunks over $40; bags, suitcases, hat boxes, fitted travelling cases over $25; ivory-handled cutlery, cut-glass ware; sporting goods such as tennis rackets, nets, racket covers and presses, skates, snowshoes, skiis, toboggans, canoe paddles and cushions, polo mallets, baseball bats, gloves, masks, protectors shoes and uniforms, football helmets, harness and goals, basketball goals and uniforms, gold bags and clubs, lacrosse sticks, balls of all kinds, fishing rods and reels, billiard and pool tables, chess and checker boards and pieces, dice, games and parts of games (except playing cards and children's toys and games) and all similar articles commonly or commercially known as sporting goods in excess of 50 cents;

Plated ware not otherwise provided for as adapted for household or office use.

(20 per cent. tax). Ash trays, humidors and smoking stands; hunting and shooting garments and riding habits; hunting and bowie knives; gold and silver handled pocket knives and pencils; gold, silver, ebony and ivory toilet-ware; articles of silver not otherwise provided for as adapted for household or office use; silver or gold deposit ware.

Taxes Payable by Manufacturer

Tax on following articles **to be payable by the Canadian manufacturer** in addition to customs duties at time of sale. Also when imported, but not when exported.

(10 per cent. tax) Boats, yachts, canoes and motor boats (except when used for commercial purposes when refund of tax will be made), cameras weighing not over 100 pounds, firearms, shells, cartridges for use other than militia purposes, pianos and organs (other than pipe organs), musical instruments not otherwise provided for.

(15 per cent. tax) Automobiles for passenger use.

(20 per cent. tax) Mechanical piano-players, gramophones, talking machines, music boxes and records used in connection with any musical instrument.

Tax on Playing Cards

Tax on **Playing Cards** for every package of fifty-four cards or fraction of fifty-four; when selling at $25 or less per gross package—25 cents per pack; when selling in excess of $25 per gross package—fifty cents per pack.

License Fee

License Fee—Any dealer handling above lines may be required to take out annual license fee for which will be $2.00. (All above taxes taking effect from May 19th) (to apply to all goods mentioned which were imported or taken out of warehouse for consumption on and after that day and to have applied to goods previously imported for which no entry for consumption was made before that day.

THE TURNOVER TAX

Tax of 1 per cent. in addition to present excise and customs duties on sales by manufacturers, wholesalers or on importations. Purchaser to be furnished with written invoice of any sale, which states separately the amount of the tax when not included in purchase price. This tax not to be included in manufacturer's or jobber's costs on which profit is figured. Tax to be paid by purchaser to jobber or manufacturer and remitted to Government (penalty of $500).

Manufacturers and wholesalers may have to take out annual license (fee $5.00).

EXEMPTIONS:—Anthracite and bituminous coal is exempted from turnover tax on sales or imports.

(Turnover Tax was effective from May 19th applying to all goods imported or taken out of warehouse for consumption on and after that day and applying to goods previously imported for which no entry for consumption was made.

STAMP TAX ON PROMISSORY NOTES, BILLS OF EXCHANGE

Stamp tax of two cents on promissory notes and bills of exchange of value of $100 or less and two cent stamp additional for every one hundred dollars or fractional part thereof in excess of one hundred dollars.

INCOME TAXATION

Taxes and surtaxes including taxes upon corporations and joint stock companies is increased 5 per cent. per annum on incomes of $5,000 and upwards, to apply on all taxes leviable for income received during 1919 or any accounting period ending in 1919.

Persons liable for this form of taxation for the year 1920 or for any period ending in 1920 and thereafter are to furnish the Finance Minister with each annual return of his income, an amount equal to at least one-fourth of the amount of the tax and surtax, and will pay the balance in not more than three bi-monthly payments with interest at 6 per cent. per annum. Penalty is interest at 10 per cent. for incorrect statement of income.

BUSINESS PROFITS TAX

Exemption under this tax is raised from 7 per cent. to 10 per cent. On profits between 10 per cent. and 15 per cent. tax is 20 per cent. of profits; on profits between 15 per cent. and 20 per cent. tax is 30 per cent. of profits; on profits between 20 per cent. and 30 per cent. tax is 50 per cent. of profits; on profits over 30 per cent. tax is 60 per cent. of profits.

Incorporated business with capital between $25,000 and $50,000 pays tax of 20 per cent. of amount by which profits earned during accounting period ending in 1920 exceed 10 per cent.

WIPE OUT WAR TAX

The 7½ per cent. war tax on imported goods is wiped out on all remaining lines.

Little to Indicate Steel Plate Changes

Variety of Conditions Contribute to Make Matters Worse Rather Than Better—Underproduction May Force Prices to Higher Levels

So much has been written and outlined relative to the present and prospective steel situation, that it is difficult to make any forecast. Few will hazard a definite statement, but there are some phases of the situation which are at least interesting, and it is well to bear these in mind, in view of the present movement in price-cutting in various countries—notably in the United States. In investigating the matter this week HARDWARE AND METAL finds the situation much as follows:

Price-cutting has confined itself to several distinct lines, and most of these are wearables. In no instance has there been a movement toward a reduction of commodity prices as relating to iron and steel products, and there appears to be no promise of such reduction taking place.

Reports from producers in widely-separated areas agree as to the conditions responsible for a present shortage of tin plates, black and galvanized sheets, and other kindred raw materials. This is, in itself, rather significant.

Under date of May 25th, a Canadian buyer who had travelled to a United States production centre wired his firm as follows:

"Find conditions very bad, chiefly "due to switchmen's strike. Cor- "poration plants less than 40% "capacity—about 100 tons ready to "ship immediately, cars available."

That reference is of very recent dating and indicates how clearly production in the Pennsylvania producing area has been retarded, and shipment held back. It is but a re-echoing of the reports that have come to hand within the present month. "If we are compelled to shut down next week, as now appears probable," begins another report sent out by a southern United States Steel and Iron company, "we have no assurance as to when we will again be able to operate. The car situation for the past four or five months has been more than unfavorable; impossible would be a better word to express it. To-day it is even worse."

Any Lower Price?

Many will ask, "Will prices be lower, and when?" That is a natural question in view of the present tendency to lower prices on many commodities.

Perhaps the best answer to this is that the world demands are such as to absorb all the supplies that can be got together, and in addition, much more than is being, or than can be, under existing conditions, produced.

Domestic demands are great, and are sufficient to absorb the available tonnage, and more. Bare markets abroad are crying for supplies, and these sources are willing to pay the premiums asked for the raw material if they can obtain it. The present "settling price" of $7 per box, on tinplate, is purely a nominal one. Manufacturers have been paying $10 a box, and more, for their requirements. It is a case of pay the premium asked, in many instances, or someone else will take the available tonnage, so many are there in the market for it.

In summing up this, a very superficial diagnosis of the situation, there are the following important considerations to be borne in mind: First, the under production. Labor is working fewer hours, and is producing relatively less than they were when the full ten-hour day was operative. Some estimates of this production run as low as 40% of the possible efficiency of the men; others are given at 60 and 70% of maximum.

In the second place, the rolling stock situation is bad. It has grown worse. This means limited deliveries of coal and coke to the producer. It means belated deliveries of the raw material, when produced, to the manufacturer. Coupled with this great shortage of probably more than 200,000 cars, the mood of the switchmen has aggravated beyond measure what was already a serious enough situation. When this will end none seem to know.

In the third place, the difficulty of maintaining output of coal, coke, fuel oil, and other fuels for use in the big mills, has increased. Many plants arranged to use one or more of these fuels, but unless they get continuous supplies from week to week their production will be greatly restricted.

Taking a view of the whole situation, it is impossible to foresee or forecast any price revisions downward; there appears to be every probability of any revision being upward.

WHAT ABOUT MONEY COLLECTED IF TAXES NOT APPROVED

"Suppose that some of those taxes proposed by Sir Henry are not approved by the House. Suppose that some of them are even modified. In the meantime the tax has been collected from thousands of people," said one dealer. "It is in the pockets or cash boxes or bank accounts of the dealers. They cannot, in the majority of cases, trace back where they collected the tax. Where does that tax go? Imagine the amount of luxury tax collected by our big department stores, without the name and address of the customer being taken, and think of the impossibility of returning that tax to the people who paid it! If anything happens the Drayton budget, if it is altered in any way, it is the consumer who is stung."

Dominion tax officials were asked about this argument. They admitted it.

OBJECT TO DUPLICATION

(Continued from page 41)

W. P. Downie made some rapid calculations to show the enormous amount of tax which would ultimately fall on an article which paid one per cent. sale tax three or four times, each time on a bigger invoice, and finally ten per cent. or more luxury tax. G. D. McKinnon also spoke of the repetition of the one per cent. tax.

L. Latourneau, M.P. for Quebec East, suggested that the 10 per cent. tax should be collected from the manufacturer instead of at the time of the retail sales, as the latter system imposed a most expensive accounting system on the retailer.

A Plan to Save Much Detail Work

For the Eastern section of the Canadian Wholesale Hardware Association re new taxes, it was suggested at the meeting that the Government would enforce and collect taxes as follows:

One per cent. and luxury tax, in cases where goods were imported—collect same through customs—in cases of domestic manufacture, collect 1 per cent. or up to 2 per cent. and luxury tax from the Canadian manufacturers, which would be included in their cost to wholesalers or retailers.

"The machinery is now complete to carry this out, and it would not necessitate further organization or expense and would save a great deal of detail that is involved with jobbers and retailers making the necessary advances and collecting. Goods would cost the consumer the same," said Colonel Robert Starke, vice-president of the Canadian Wholesale Hardware Association.

Canadian Wholesaler at Disadvantage in Selling Imported Goods

"The one matter that appears to us to be unreasonable is that in selling imported goods the Canadian wholesaler is put at a disadvantage in comparison with manufacturer or merchant in the country from which goods would be shipped, as the buyer here purchasing from shipper in U. S. or other country would pay only the importation tax, whereas the same material, if purchased through a Canadian concern, would pay both the importation tax and the 1 per cent. on the sale made in Canada," said Mr. F. B. Leslie, of A. C. Leslie & Co., Ltd., to HARDWARE AND METAL. This affects us and other people in the same line of business as we are selling here on our own account in direct competition with U. S. producers. It also in the same way puts a responsible concern like ourselves who handle such transactions on their own account at a disadvantage compared with the small broker or agent who can sell only on commission and whose material would be invoiced direct by the producer or principal outside of this country."

Compare Tax Imposts of Canada and United States

Price-Cutting Wave in U.S. Said to be Following Application of Luxury Taxes—What Will Happen in Canada?—Some Dealers Say Canadian Measures Too Stringent.

THE application of the luxury tax in the United States is said to have been followed by a wave of price-cutting throughout the country, but many dealers fear that the reverse will be the case in Canada. Those voicing this opinion state that the U. S. regulations are not nearly as stringent as those outlined in the Budget as applying to Canadian trade. For sake of comparison with taxation in the United States, herewith are reproduced the percentages and the exemptions as applying in both countries on lines sold in the hardware trade:—

	Canada		United States	
ARTICLE	Taxation	Who Pays It	Taxation	Who Pays It
Trunks, in excess of $40 each, but not exceeding $50 each.	10% of entire retail ing price.	Retailer	10% of that part of retail selling price in excess of $50 each.	Retailer
Valises, traveling bags, suitcases, in excess of $25 each.	10% of entirel retail selling price.	Retailer	10% of that part of retail selling price in excess of $25 each.	Retailer
Ivory handled cutlery.	10% of entire retail selling price.	Retailer	5% of entire retail selling price.	Retailer
Cut glassware.	10% of entire retail selling price.	Retailer	None.	
Sporting goods, such as tennis rackets, nets, racket covers and presses, etc., in excess of 50 cents each.	10% of entire retail selling price.	Retailer	10% of manufacturer's or importer's selling price.	Manufacturer or importer.
Plated ware, not otherwise provided for in this resolution, adapted for household or office use.	10% of entire retail selling price.	Retailer	None.	
Cigar and cigarette cases or trays and match boxes of gold or silver.	20% of entire retail selling price.	Retailer	5% of entire retail selling price.	Retailer
Humidors and smoking stands.	20% of entire retail selling price.	Retailer	10% of manufacturer's or importer's selling price	Manufacturer or importer.
Hunting and shooting garments and riding habits.	20% of entire retail selling price.	Retailer	10% of manufacturer's or importer's selling price.	Manufacturer or importer.
Hunting and bowie knives.	20% of entire retail selling price.	Retailer	10% of manufacturer's or importer's selling price.	Manufacturer or importer.
Gold and silver handed pocket knives and pencils.	20% of entire retail selling price.	Retailer	5% of entire retail selling price.	Retailer
Gold, silver, ebony, and ivory toilet-ware.	20% of entire retail selling price.	Retailer	5% of entire retail selling price.	Retailer
Articles of silver, not otherwise provided for in this resolution, adapted for household or office use.	20% of entire retail selling price.	Retailer	5% of entire retail selling price.	Retailer
Silver or gold deposit ware.	20% of entire retail selling price.	Retailer	5% of entire retail selling price.	Retailer
Chandeliers, except for churches.	20% of entire retail selling price.	Retailer	None.	
Boats, yachts, canoes and motor boats, not in excess of $15 each.	10% of manufacturer's or importer's selling price.	Manufacturer or importer.	None.	
Boats, yachts, canoes and motor boats, in excess of $15 each.	10% of manufacturer's or importer's selling price.	Manufacturer or importer.	10% of manufacturer's or importer's wholesale selling price.	Manufacturer or importer.
Cameras, weighing not more than 100 lbs. each.	10% of manufacturer's or importer's selling price.	Manufacturer or importer.	10% of manufacturer's or importer's wholesale selling price.	Manufacturer or importer.
Fire arms, shells or cartridges.	10% of manufacturer's or importer's selling price.	Manufacturer or importer.	10% of manufacturer's or importer's selling price.	Manufacturer or importer.
Pianos and organs, other than pipe organs; musical instruments not otherwise provided for.	10% of manufacturer's or importer's selling price.	Manufacturer or importer.	5% of manufacturer's or importer's selling price.	Manufacturer or importer.
Automobiles, adapted or adaptable, for passenger use.	15% of manufacturer's or importer's selling price.	Manufacturer or importer.	5% of manufacturer's or importer's selling price.	Manufacturer or importer.
Mechanical player-pianos, gramophones, phonographs, talking machines, music boxes, records.	20% of manufacturer's or importer's selling price.	Manufacturer or importer.	5% of manufacturer's or importer's selling price.	Manufacturer or importer.
Playing cards—				
(a) When selling at $25 or less per gross package;	25 cents per package.	Manufacturer or importer.	8 cents per package.	Manufacturer or importer.
(b) When selling in excess of $25 per gross package.	50 cents per package.	Manufacturer or importer.	8 cents per package.	Manufacturer or importer.

There is no Turnover Tax in the United States. The Stamp Tax in the U. S. is the same as in Canada on Promissory Notes, Bills of Exchange and Stock Transfers, but in the U. S. there is no Stamp Tax on letters, cheques, money orders, etc. The Canadian Income Tax is about 5% higher, and the Business Profits Tax is about equal, now that the Canadian rates have been decreased.

EDITORIAL COMMENT

ANTICIPATED REVENUE AND ITS SOURCES

THE Department of Trade and Commerce, in response to questions put up by the Montreal Guild of Wholesalers, has made a ruling that the one per cent. tax is to be applied to every sale. It must, therefore, be collected by the manufacturer from the wholesaler. The latter, in turn, when he sells to the retailer, must also collect a Sales Tax, so that in such cases the second one per cent. really makes the tax a two per cent. impost.

This method of levying the tax discriminates against manufacturers who do not maintain their own sales organization and are not in direct touch with the retailer. In the case of importation there will be similar discrimination against the merchant who imports to sell to the retailer, and in favor of the retailer who imports for his own store.

In some lines of business the tax will be three per cent. instead of one, for there are industries so organized that the factory output is sold en bloc to a factor, who sells to the wholesale traders, who in turn sell to the retailer.

The new form of taxation will provide a far greater revenue under these conditions than the amount generally estimated when Sir Henry Drayton's plans were announced. The imports for consumption in the year ending March 31, 1920, were valued at $1,064,516,000. Assuming that half of them were brought in by retailers and half by wholesale importing houses for resale, the revenue would be fifteen millions. There are, however, important lines of imported goods, to which the Sales Tax does not apply.

It is difficult to estimate the revenue which may be obtained from a Sales Tax levied in the manner prescribed by Ottawa, upon domestic products subject to the tax. It is reasonable to suppose that domestic products subject to the tax would have a value at least twice as great as that of imported goods. The taxable range of manufactured products may be from a billion and a half to two billions. The great bulk of the goods are handled through wholesalers, so that the actual taxation will be for the most part two per cent. on the value.

HARDWARE TRADE IN HARMONY WITH PEOPLE FOR LOWER PRICES

IT is of interest to the trade in Canada to note the recent action taken by the convention of the Southern Hardware Jobbers' Association and the American Hardware Manufacturers' Association dealing with problems of the day as they affect the retail hardware trade. It was felt that as high prices were being caused largely by cumbersome methods of taxation, that a more direct system of taxation be adopted and a reduction in administration costs. The Association went on record as being in harmony with the desire of the people for lower prices and resolved to keep selling costs at the lowest possible figure.

In view of the new taxation imposed on dealers in Canada it will be of interest to note how our neighbors to the South have dealt with a situation which might develop in this country as result of the new impositions.

CANADA'S COAL PROBLEM

RECURRING frequently of late have been veiled threats by American business men and politicians that coal supplies to Canada may be shut off should awaken this country to the need of developing home production. Canada is not deficient in coal. In fact, we have quantities estimated at one-sixth of the world's supply. But our known coal is nearly all bituminous, and it is located chiefly at the two extremities. Coal may be found in large quantities in the Hudson's Bay region.

Last year Canada bought $70,000,000 worth of coal from the United States, which is a considerable increase. At the same time, domestic production decreased from 14,435,000 tons in 1917 to 13,714,000 tons. The tonnage imported from the United States, 21,000,000, was approximately 61 per cent. of our consumption. This dependence seems unnecessary. Premier Stewart, of Alberta, declared recently his Government would try to get special rates on coal to Ontario. Last year 308 tons of Alberta coal were sold in this province, but the movement is

practically impossible under present conditions. Yet the Alberta mines are closed six or seven months of the year, owing to lack of demand. Why should not the Government adopt the suggestion of buying an immense quantity of coal in the summer, and storing it for resale, thus keeping the mines equally busy throughout the year? It is useless, under the present cost of living, to expect the mass of consumers always to lay in coal in hot weather. Heads of families, earning a moderate wage, simply cannot do it. The management of the larger aspect of coal movement is becoming a Government problem. It is expected that briquettes of Alberta and Saskatchewan coal will be available in Winnipeg next winter at a price of about $9 a ton. The briquetting plant on which the Government is spending $400,000 will have a capacity of about 30,000 tons per annum, and 300 such plants would be required to satisfy full Western requirements. But if the demand for coal were sufficient, and the rates cut down—the railways being allowed an equivalent increase on luxuries, for instance—private capital might assist in the development.

The quantity of anthracite shipped from the East to Manitoba each year is a large addition to our import coal bill. Anthracite has qualities for domestic heating that perhaps cannot be found in lignite briquettes, but Alberta and Saskatchewan buildings heated with home coal are kept warm, and the problem is one of adapting heating apparatus for the use of soft coal. In any circumstances, the present anthracite fields in the United States will be exhausted in another generation or two, and then this country's immense supplies of soft coal will give it equal footing with the United States. We may as well take time now to have this coal production business set right.

Predicts Continuation of High Prices

IN their weekly business letter, Hayden, Stone & Co., investment brokers, New York, have the following to say regarding general conditions:—

Whether due to a change in the psychological atmosphere, owing to reports of cancellations and to reductions in price by large merchandise retailers, or to badly crippled transportation facilities or to both, it has now become quite evident that there is a distinct recession in many lines of business. While such an interruption to progress of business as has been occasioned by the outlaw railroad strike is most regrettable, it has also furnished a greatly needed object lesson, which could, perhaps, be supplied in no other way—that no body of men employed in such a vital industry can quit work without seriously affecting great numbers of other wage-earners. The men who, without cause, went on strike, are to-day very justly most unpopular with men who have thereby been wholly or partly thrown out of jobs. The loss of wages, and, therefore, of purchasing power which this has caused, are beyond computation. The fact is that the transportation system of this country is at the best so inadequate, and has been still further so crippled by the action of these men, that even were all other conditions favorable, this alone would make it impossible to continue business operations at anything like the volume necessary to show the best results. Nor is this a condition that, even if the roads generally could command the necessary capital, could be remedied in a week or a month. It would take years to supply the equipment necessary to put the railroads on a basis where they could adequately serve the business of the country.

The point has been well made that there has never been an instance of any serious financial depression when there has been such a general scarcity of goods, but the difficulty in securing goods, owing largely to transportation conditions, is apt to blind one to the fact that productive capacity is probably well up, and, perhaps, in some lines exceeds consumption. The productive capacity of steel in this country to-day must be fully 50,000,000 tons. This is much greater than has been actually consumed in any one year. It seems doubtful if this great capacity could at the moment be profitably employed —certainly not at prices now ruling. The same is true of articles entering into clothing and manufacturers generally. Unfortunately, it is not true of food products. The movement of labor away from the farms has become alarming. This will in time be corrected by the lessening of pressure for labor in manufacturing industries, but this will take time, and, meantime, food products are bound to remain high.

The one outstanding and controlling factor to-day—not only in this country but throughout the world—is the shortage of capital. This is due to three causes: the destruction of capital in the war; the tremendous expansion of industry as evidenced by the great outpouring of securities in the last few years, and, finally, by the absorption in taxes of profits that would otherwise be available for enlarging business facilities. The fact is being brought home that there is a vast difference between currency and capital; that inflating currency does not increase the supply of loanable capital. It seems to us that this shortage of capital which, after all, is but a synonym for accumulated wages or savings, is bound to result in continued high rates, which of itself is a restrictive and deflating influence. This process of deflation through which we are now passing is disagreeable, but vastly to be preferred to the experience which Japan, for instance, has recently undergone. It will in time bring about its own cure, and, meanwhile, will present opportunities to those in position to take advantage of them.

EVENTS IN THE TRADE

Business Changes

Bradwardine, Man.— Morrison & Graham, hardware and implements, have sold out to J. W. McManus.

Vernon, B.C.—The hardware business which has been under the direct control of H. B. Morley for three years past has been purchased by J. S. Johnston, a hardware man, who has been in business for many years in Vancouver.

Now Incorporated in Nova Scotia

Ottawa, Ont.— Announcement has been made that the British Empire Steel Corporation has secured a charter from the Province of Nova Scotia. It is now suggested that the merger may not press its application to the Federal Government for letters patent increasing its capital stock to $500,000,000. The company, in view of its large capitalization, would be required to pay the Dominion Government a fee of $100,000. It is said the fee charged by the Province of Nova Scotia amounts to a considerably smaller sum.

New Cutlery Manufacturer in Kingston

Kingston—The ratepayers of Kingston carried the bylaw which provided for the city buying the Cereal Works property, and leasing it for twenty years, with the option of buying at any time, to C. A. Eaton, of Turner's Falls, Mass., who proposes to establish a plant for the manufacture of cutlery. This bylaw carried by a vote of 618 to 60.

Buck Stove Company is Sold

London, Ont.—Official announcement has been made of the purchase of the William Buck Stove Company, Limited, of Brantford, Ont., by the McClary Mfg. Company, of London.

The purchase will add a force of 300 men to the McClary organization as well as a large increase in equipment. The purchase will not cause the transfer of any employees of the Brantford company to London.

Alberta Dealer Makes Store Improvements

B. F. Morris Hardware Co., Leduc, Alta., have made some changes and improvements to their store recently. A new tin-shop has been built to the rear of the store. The balcony at the rear of the store is given over entirely to house furnishings. The offices have been moved from the balcony to the main floor. Several new racks for display purposes have been added

Six Weeks to Normal Operating After Strike Ends

Dealing with conditions resulting from the U. S railroad tie-up 'The Iron Age' says: "With the immediate cessation of the strike it would take six to eight weeks to approach the operating pace of March. The present natural stagnation in business is not accompanied by any price softening as would normally occur under such a condition, for besides full order books, a slump in buying will be offset by the necessarily gradual resumption of the mills. It now appears that there are 1,300,000 tons of finished products in yards and warehouses in the Pittsburgh district alone, that the leading interest has probably 600,000 tons of unshipped material, and that in the whole country the undelivered manufactured steel is not far short of 2,000,000 tons."

Establish Canadian Plant

The Norton Company, of Worcester, Mass., announces the establishment of the Norton Company of Canada, Ltd., at Hamilton, Ont., for the manufacture of grinding wheels for the Canadian market.

Moffat Stove Company Makes Changes

Weston, Ont.—The Moffat Stove Company, Limited, are undergoing extensive changes. Some one-storey buildings are having another storey added, and partitions are being removed to make larger rooms. Preparations are being made for the installation of much electric power.

Must Have Sanitary Closets and Garbage Pails

St. Catharines—The Board of Health announced a strenous fight against all and sundry offenders against the Health Bylaws.

The Board is going right after these persons particularly:

Those who neglect or refuse to obey the law by providing proper receptacles for manure

Every person who does not forthwith provide a covered metal garbage receptacle. Too long has the use of old wooden boxes for this purpose been permitted.

Those persons who still persist in the use of the malodorous outside closet.

France and Britain at Odds Over Oil

Britain's alleged campaign to capture the world's oil markets is said to have stirred France up as well as the United States, and a Franco-American policy to protect their petrol interests is rumored. France has no considerable supplies of oil, and coupled with the fact that the United States is, according to reports, likely to become exhausted, insofar as oil supplies are concerned, within twenty years, immediate action is desired by French and United States interests. Neither of the latter countries recognize the Anglo-Persian Treaty which gave Britain control of the rich Persian oil fields, because, it is stated, Britain has not given French and American capital enough rights in that section, and has discriminated too much.

Standing of U. S. Railways Under Government Control

THE people of United States had a very practical demonstration of what could be made out of so complicated a utility as a railway system.

The Government controlled the roads. They raised passenger and frieght rates enormously, and then lost money in millions.

Here is what happened in an average month of 30 days:

"The earnings of 17½ days of each month were paid to labor in wages.

"The earnings of 3 days were paid for fuel."

"The earnings of 5 days were paid for materials and supplies.

"The earnings of 1½ days were paid out for taxes and equipment and facility rents.

"This consumed the earnings of 27 days of each month.

"The earnings of the remaining 3 days went to net operating income and were used by the Government to pay the guaranteed standard return to the companies. The net operating income was insufficient for this purpose and in consequence there was a direct levy on the Government to meet the deficit."

Paint Association Discuss Budget

MONTREAL.—The Canadian Paint, Oil and Varnish Asociation held a meeting this week on Thursday at Montreal. The budget was one of the main items of business up for consideration. In the meantime, HARDWARE AND METAL is informed, the paint and varnish manufacturers are adding the one per cent. to invoices as from May 19th.

Exhibits Have Gone Forward

Montreal.—Two definite shipments of exhibits for the Canadian Industries Exhibition, which is to take place at the Royal Agricultural Hall, London, England, on June 3 to 17, left this week on two C.P.O.S. steamers. The exhibits comprise nearly every branch of trade. Pulp and paper, boots and shoes, leather goods, steel products, aluminumware, hardware, textiles, pianos, organs, and a great many other lines will find their way to London, where it is confidently expected by those in charge of this work, Canadian manufacturers will be very much better known to the people of the British Isles. The exhibits are expected to be in charge of competent representatives who will follow a little later.

More Production Before Reduction

Colonel Robert Starke, vice-president of the Canadian Wholesale Hardware Association, who attended the recent convention of the Wholesale Hardware Association of the Southern States, held at Atlantic City, stated this week to HARDWARE AND METAL that there was no possibility of prices falling on steel products, according to the manufacturers addressing the convention sessions. It is simply a matter of increasing production before commodity prices can become lower or more favorable in any way. The difficulty that has existed and which still exists in this respect is that of the continued attitude of labor. Where they used to produce on, say a ten hour basis, these men are now working on an eight hour basis and in some cases only 40 per cent. efficient, while others are up to 70 per cent. Colonel Starke states that the falling off in production has been enormous. While these conditions continue to exist there can be no softening of prices, he asserts, and this would seem to be obvious.

Will Erect London Warehouse

LONDON.—Simmons, Limited, will erect a warehouse at London, Ontario. This will be of 80 x 140 feet dimensions and will afford the company distribution for their products, HARDWARE AND METAL is informed by the president, J. H. Sherrard, in Western Ontario territory.

Will Not Form Part of Steel Merger

The James Smart Manufacturing Company, one of the three companies which was included in the Canada Forgings merger, but which will not form part of the British Empire Steel Corporation, like the other two units, has been capitalized at $2,000,000, and will continue operations as a separate concern. It is expected in the Street that along with the exchange of securities for those of British Empire Steel, according to the arrangements recently approved by the board, proportionate amount of shares of the Smart Company will be distributed as representing their interest in the business.

To be Less Production of Non-Essential Lines

Hardware Trade Will Not be Adversely Affected by Financial Conditions

BELIEVING that the hardware business will not be adversely affected by the financial situation, Fayette R. Plumb, president of Fayette R. Plumb, Inc., and former president of the American Hardware Manufacturers' Association, in a letter to the New York Journal of Commerce, makes some interesting observations concerning financial conditions and other factors in the present business situation with their probable effect upon the hardware trade. He writes as follows:

"To my mind, the outlook on industrial conditions as they exist to-day is for a period of less extravagance, less reckless buying of non-essentials, and development of production of essentials to a point where this production will catch up with the unusual demand now existing.

"All financial signs point to a period of liquidation in the near future. Probably those who are carrying on business with borrowed money will find it much harder to get or to keep, and that it will cost much more. The volume of business being transacted with the reduced value of the dollar is straining our national resources in spite of the great expansion of credit. The Federal Reserve Board has decided to raise rates in order to bring about a gradual contraction of credit rather than to permit expansion to proceed to a point that might result in a crash such as followed the resumption of specie payments after the Civil War.

Demand for Hardware to Continue

"The demand for hardware, due to the shortage created by the war, is so great, however, that even such repressive influences cannot seriously or for any length of time check the volume of business. If there is not enough money to go around, the less essential industries must curtail. Hardware, and especially tools, are such necessities for the rehabilitation of the country that they must be made and distributed in the largest possible volume.

"If money has to be borrowed the price for it must be paid, no matter how much it adds to the cost. Although it will become increasingly difficult to advance prices to offset increases in cost and we must all expect smaller margins of profit, nevertheless the consumer will choose to pay what it is necessary to ask in order to keep production at the full, and will, when it is a matter of choice, go without what each considers the less essential articles, thereby releasing capital for the production and distribution of necessities.

"This will be the working of the law of supply and demand. A shortage of capital and higher money rates will increase cost. The consequent increase in prices will check the demand for the less essentials. Only the essential articles will be able to stand the increase, and these industries will outbid the less essential due to the demand.

"Difficulties attending the production of tools will be very great. The steel strike and the coal strike have produced a shortage greater than the average buyer realizes. We cannot secure assurances of delivery in less than a year on new specifications. It is expected that when the railroads start to buy they must be given preference and this will postpone other deliveries to eighteen months.

"The cost of labor is constantly rising with the cost of living, which is steadily going up in spite of the futile efforts to the contrary. The cost of common labor has advanced in our vicinity 20 to 25 per cent. since last fall. Aside from this, however, labor conditions are undoubtedly improving. There is not such a large turnover and there is a greater disposition to work.

Less Reckless Buying of Non-Essentials

"I believe in the future there will result less extravagance, less reckless buying of non-essentials. But this will not affect the essentials until the shortage has been made up. Then production will overtake consumption and the oversupply will produce a buyers' market in which profits will melt. The foreign exchange situation with its curtailment of exports will not seriously affect the tool market. The home demand is too great. It is possible that before the home demand is satisfied financial arrangements may be concluded under which the stream of American production may be turned into foreign channels.

"Regardless of what effect advancing costs may have upon the prices of tools, the demand for them must be satisfied. The utility of a tool on the farm, the railroad, in the mine, the lumber camp or the factory, and especially in carrying out the great building program, is so great that the cost of it is not so important as the necessity to supply it. The shortage is so great and the difficulties attending production are so great that it will take years to supply the demand. The waves will rise and fall, but the tide will continue to run strong."

Newsy Notes From Here and There

Toronto.—A. W. Poole, manager of Stewart & Wood, Ltd., wholesale paint, etc., is holidaying in Eastern Ontario.

* * *

Toronto.—R. Pinchin, President of the Ontario Oil and Turpentine Co., Ltd., is back to his office after a slight illness of a weeks duration.

* * *

oronto.—J. M. Ramsom, manager of The Canada Linseed Oil Mills, Ltd., Toronto, Ont., has returned after a successful business trip of several weeks to different points in the United States.

* * *

Montreal.—C. F. Kendall, paint and color works manager McArthur-Irwin, Ltd., was a week-end visitor last week to Ottawa; R. C. Lewis, sales manager T. S. Simms and Co., Ltd., St. John, N.B., visited Ontario points this week; Royal Cluxton, manager the Canada Paint Company, and S. M. Ward, trade sales manager, were last week visitors to Ontario points.

* * *

Montreal.—W. S. McLennan, general sales manager Brandram - Henderson, Limited, was in Toronto on Wednesday last; John Russell, purchasing agent Canadian Explosives, Limited, has turned after an absence of several weeks from the effects of a serious illness.

* * *

St. John, N. B.—C. H. Belliveau, A. A. Taylor and A. A. Allen, of Moncton, have been incorporated as the Maritime Paint and Chemical Co., with head office in Moncton, N.B.

* * *

Clarence Munn has joined the sales staff of Bonthron and Drysdale, hardware, Hensall, Ont.

* * *

Charles Hood, of the sales staff of Ingram & Davey, hardware, St. Thomas, Ont., is leaving for Sarnia next week, having accepted a position with the Mackenzie Milne Co.

Shortage of U. S. Oil Supplies Getting Nearer

In a recent report of the U.S. Geological Survey dealing with the world's petroleum supply and consumption, it is pointed out that while other parts of the world have a 250-year supply, there is a supply in the United States which is good only for 18 years.

"Not counting oil to be obtained from shales and other retortable materials by distillation," says the Survey's report, "the world's supply of recoverable petroleum amounts to as much as 60,000,000,000 barrels. Of this amount 43,000,000,000 barrels may be regarded as oil more or less definitely in sight as shown by actual drilling with successful results. The remainder covers the available oil which it is believed will be found in other regions in which oil seeps, asphalt deposits or favorable geological conditions point to oil, although no producing wells have yet been drilled. Of this great amount, which is 13 times the oil already taken from the ground in America and about nine times all the petroleum yet produced in the world, 7,000,000,000 barrels only, in round numbers, are believed to be left in the United States and Alaska, the remaining 53,000,000,000 being in foreign countries.

"This latter supply is nearly equally divided between the old world and the new, the Americas having a total very close to that of the remaining continents. However, as in the case of coal, much more oil will be developed north of the equator than to the south.

"Fortunately it is simply impossible to discover and take out the oil remaining in the ground in the United States, 7,000,000,000 barrels, in so short a period as 18 years. Instead of mining our petroleum so rapidly, we must either depend more and more on oil from other sources or get along with less oil. Our children will doubtless do both."

War Tax on Steel and Tin Plates

In referring, last week, to the budget changes, HARDWARE AND METAL commented on the war tax and duty of tin plates and steel plates. The matter might be made a little clearer.

Since June 6, 1919, the duty on tin plates and black sheets has been 12½ per cent. Prior to that tin plates were free, but subject to 7½ per cent. war tax. Black sheets were 5 per cent. and subject to 7½ per cent. war tax. On this date, June 6th, 1919, a straight duty of 12½ per cent. was put on these items and the war tax cancelled. Thus, the removal of the war tax leaves the tax unchanged on these raw materials.

POWER LAWN MOWERS

R. Blain, Brampton, Ont.—Kindly advise us where we can purchase gasoline lawn mower with roller attachment?

Taylor-Forbes Company, Guelph, and Canada Foundries and Forgings, Limited, Brockville, Ont.—Ed.

Catalogues and Booklets

THE ENTERPRISE FOUNDRY CO., LTD.

The Enterprise Foundry Company, Limited, Sackville, N.B., have issued a very attractive circular describing their combination range, which, they state, burns either coal or gas, separately or at the same time.

The circular describes how to have a warm kitchen in the winter time or a cool kitchen in the summer time, as well as other interesting literature describing the construction, workmanship and other features. copies to readers of HARDWARE AND METAL on request.

St. John Merchants Censor Advertising

Local R. M. A. Adopts Plan to Eliminate Useless Advertising Which Merchant Has Felt Under Obligation to Patronize

THE Retail Merchants' Association of St. John, N.B., have adopted a plan to eliminate useless advertising. For two or three years there has been a constant drain on the pockets of the merchants by promoters of social affairs, who have pestered storekeepers with requests that they take up advertising space in programmes, etc. While the merchants were not opposed to helping out at times with a little financial assistance, the practice has become more or less of the nature of a held-up, and it is very doubtful if the merchants get returns in proportion from this form of advertising scattered through the sixty pages of programme.

This particular merchant was forced to take a page or have his name spread among the members of the church as being a non-supporter of their organization.

It can readily be seen that with social affairs occurring every week, and two or three times a week, that a large amount of money was absolutely wasted, and the merchant put in such a position that he could not help himself.

To cope with this situation the St. John branch of the Retail Merchants' Association has appointed a censor committee, and all members of the association have pledged themselves not to buy any space in any advertising scheme unless they were first submitted to the secretary of the association, who would in turn hand the application to the censor committee, who would not be known to the public.

If it is passed and endorsed by the committee, then the solicitor for the advertisement could go to the merchant, but without a certificate showing that the scheme had been passed the merchant would decline to take space, and refer the canvassers to a card which hangs in his office, and reads:

"This firm is a member of the Retail Merchants' Association, and is not permitted to take space in any advertising scheme until such has first been passed by the censor committee of the association."

Canada to Get More Cutlery Soon

Better Deliveries Will be Made by British Makers—Various Tools Also Coming to Hand —Plated Wares Are Now in Sight

ALREADY there is a decided improvement in the delivery of some lines of hardware specialties of British manufacture, and there will be a decidedly improved delivery within the next few months. As a matter of fact hardware men will be able to bank on fairly satisfactory delivery of cutlery for the coming fall trade, in the opinion of Frank H. Scott, manufacturers' representative, Montreal, and who, on his return from an extended trip to Great Britain, expressed himself to HARDWARE AND METAL as greatly pleased with the outlook in general over there.

"Production has been greatly increased, but of course there is a great home demand for this and much of the production is being taken at home. There will be much improvement in deliveries to Canada, however, and cutlery will come along in larger quantities. There ought to be a great improvement within a short time."

Two Difficulties

While production has improved, this has not been accomplished without attendant difficulties. These have been several, but one of them has been that of getting essential raw material. Improvement has been showing of late, to some extent, and, manufacturers are nearer the point of being able to accept orders for specified delivery than they have been for some time. This is very encouraging in that, for a long while, jobbers and retailers have been hesitating with regard to placing orders on which no likely delivery could be promised.

The other outstanding difficulty which has continued for so long is that of labor. Some manufacturers have been confronted with many difficulties in this regard; others have had less trouble. In some factories, employees, while asking for and receiving more consideration in the way of wage returns, have been more content to remain with their tasks. This minimized labor disturbance and production has been satisfactory, even if not maintained as prior to the war. Evidences there are that there will be rapid improvement, however, in this direction. Only recently the Ministry of Labor permitted the operation of wage demands to the cutlers of 15 per cent. increases. Not only so, but these were made retroactive to January last. As a result prices on cutlery will not likely be reduced materially, in fact they will perhaps be still higher.

Carvers, table cutlery, and possibly scissors, will come to hand more promptly from now on, Mr. Scott says. Sheffield cutlers will be able to afford a better service in time than ever before.

Plated-Ware Tools

In considering other lines and delivery thereon, plated silverware will be more readily available than for some time. Some supplies are already en route to this country, and the trade, Mr. Scott states, will readily absorb stocks that may arrive. There has been a dearth of this material for some time past, and it means that the trade is more than anxious to secure such supplies as are available, even though the present prices are much higher than obtained in normal times.

Tools, such as measuring sticks, gauges of various kinds, tape lines, etc., are available to a great extent now, and these goods are coming to hand regularly. Mr. Scott states that the Canadian demand has been active for these goods and that, on the whole, goods of British manufacture are bound to come forward more readily from now on, even though immediate supplies of raw steel products are somewhat difficult to obtain still. There have been a host of buyers in England of late—many of them from Canada. Goods do not have to go begging.

INCORPORATIONS

Toronto.—Champion Rubber Co., Ltd., has been incorporated to manufacture rubber products and accessories.

Toronto.—Collapsible Tubes. & Containers, Ltd., has been incorporated here to manufacture boxes, cartons, and all containers made of paper, cardboard, tin, aluminum, etc.

Toronto.—Querrie-Anderson, Ltd., has been incorporated to manufacture automobiles, bicycles, tires and accessories, and deal both wholesale and retail therein.

Toronto.—Acton Tool & Stamping Co., Ltd., has been incorporated to manufacture metals, tools, machinery and metal articles of all kinds.

Toronto.—Marchment Company, Ltd., has been incorporated with capital of $130,000 to carry on business as a sanitary engineer, manufacturer and general contractor.

PERSONAL

Toronto.—Roy C. Lewis, of T. S. Simms & Co., Ltd., St. John, N.B., is in Toronto this week on business for his firm.

Darling in New York "Tribune."

The influence of the art of Millet on the modern municipal street gang

If interested, tear out this page and keep with letters to be answered.

"Cashing In"

As a result of the widespread message of the "Save the Surface" campaign many people who have neglected their property are now painting.

What share of this business are you getting?

Believing in the effective value of the "Save the Surface" idea, we call the attention of all Paint and Varnish dealers to the benefits they will undoubtedly derive through the co-ordination of their selling and advertising plans with the "Save the Surface" campaign.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS
MONTREAL, TORONTO, WINNIPEG, VANCOUVER,
LONDON, ENG.

If interested, tear out this page and keep with letters to be answered.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

AUTO POLISH

The Damon Specialty Co., 42 Duke St., Toronto, Ont., are offering the Canadian trade their Nonolio automobile piano and furniture polish, which they describe as follows: As its name discloses, it contains no oil and by reason thereof leaves a surface free from grease and oil, to which dust cannot adhere.

Without the use of acid, alkali, grit or any injurious substance, it cleans thoroughly the surface to which it is applied and leaves it protected by a thin invisible coat of wax, which protects the finish from mud, rain and the elements.

Auto Polish

Nor is the wax which is left to protect the surface cumulative, leaving no more on the car after a year's use than after the first application.

This line of polish has until recently been manufactured in the United States. The makers however are now established in Canada, the factory being situated on 42 Duke Street, Toronto.

BRAKE LINING FORD CARS

The Hamilton Cotton Co., Ltd., Hamilton, Ont., are placing on the market a specially treated brake lining for use on Ford cars which will be known in future under the trade name of Lion Brand Brake Lining.

In describing this new product the manufacturers claim they have produced a brake lining which very largely overcomes the trouble Ford owners experience by chattering. The Lion Brand brake linings are made of cotton web so impregnated with a frictioning compound that the lining will last a long time and will not easily wear smooth. The manufacturers also state they are making this new product of the best grade of materials, and in order for it to be easily recognized they manufacture it with a red line in the centre.

These linings are put up three pieces in a set complete with rivets, in an attractive cardboard carton, and can also be supplied in rolls of 100 ft. each.

Brake Lining

THE PRESTOY MANUFACTURING CO., INC.

The Prestoy Manufacturing Co., Inc., Bridgeport, Conn., are manufacturing a new line of children's collapsible table and chair, which they claim, being practically all steel, will stand rough usage.

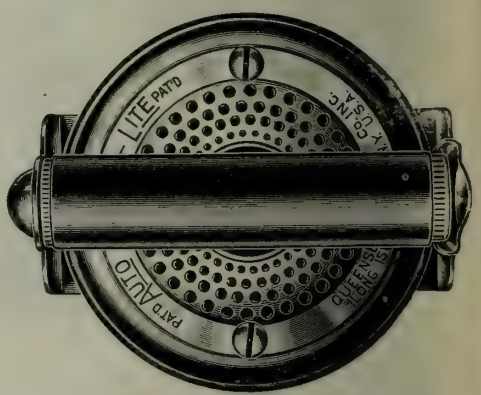
They also claim this combination, by a simple movement, it can be adjusted to fit any child up to seven years of age, and when not in use can be folded up to four inches deep. Finished in a high lustre of green enamel with tray, seat and back rest of polished oak or mahogany, and in a radiant blue with white enamel tray, seat and backrest. To give an idea of their rigidity, it is possible for a grown-up person to stand on them without showing any strain. The fact of their being collapsible may appeal to many, as it is possible to fold up into a reasonably small space so as to allow for being stored away or laid aside when not in use.

Combination Chair and Table

AUTO CIGAR LIGHTER

A new style of cigar lighter is being offered the Canadian hardware trade by the J. C. McAdams Sales Co., 51 East 42nd St., New York, N.Y., which will be known by the trade name of Auto Spark Lite.

The manufacturers claim their new lighter will operate on any car or motor boat using gasoline as a fuel, regardless whether the engine is equipped with magneto or storage battery, as the wick may be lighted so long as it utilizes one spark plug. In describing their new product the makers state the Auto Spark Lite is a convenience of sturdy yet decorative construction, and is uncomplicated by battery connections or fragile tips, and is an instrument that may be relied upon to produce a light so long as the wick is saturated with gasoline.



Auto Cigar Lighter

In order to install the device it is claimed that it is only necessary to attach to the instrument board, then connect the wire which originally ran to one of the spark plugs to one terminal of the lighter, then run an extra wire from the other terminal of the device to the spark plug from which this wire was removed, then fill the tube in the torch of the lighter with gasoline.

THE WESTCO PUMPS, LTD. CORRECTION.

In an article which appeared in the new goods department of HARDWARE AND METAL issue of May 22 a typographical error appeared in the manufacturer's name and address. The name given was the Weston Pumps Ltd., 707 George Street, Toronto, and which should have read: THE WESTCO PUMPS LTD., 707 Yonge Street, Toronto, Ont. As described in the article the above-named firm manufacture in Canada a new tankless water system.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

DESPITE the rumor that the peak for high prices has been reached, many important hardware commodities continue to advance and the price tendency is still upwards. However it is interesting to note that price advances are not so numerous this week.

Tin quotations are 7c per pound lower. Lead and spelter are also weaker.

Furnace prices have been advanced 5 per cent. Galvanized shingles and siding, also barb wire, shaving soap, tubular and split rivets, axes, clothes line wire, scythes and snaths, wire nails, japanned sand screens, regalvanized wire cloth, butt hinges, harness rings, saddlery hardware, hose bands and hose fittings, plaster Paris, dee top shovel handles, wrapping paper, rasps, grain cradles, hammers, rivets, sleigh bells, and fuel oil all have new higher prices.

The turnover tax is being readily adopted, and is the chief topic amongst business men. The tie-up of freight transportation on the United States railroads is causing considerable loss and inconvenience to many in the trade, depending on this source for supplies. Manufacturers and jobbers state there is an ever increasing shortage of raw materials and manufactured commodities; especially is this true where iron or steel is concerned. Collections continue to come forward promptly and money is still circulating freely, although it is believed that financial concerns have tightened up on

MONTREAL MARKETS

MONTREAL, May 27.—While there are fewer actual changes of price this week, the upward trend does not seem to have abated materially. Tendencies are strong, and while conditions surrounding production are such as they now are there will be little likelihood of relief.

This week, among the important changes are those of higher prices for floor hinges and spring hinges of various kinds. Welding compound is up. Dee tops for handles are considerably higher. Grain cradles advanced $12.50 per dozen. Scythe snaths are higher in price. Wrapping paper advanced half a cent. Heller rasps are higher through discount revision. Bench axes and adzes are higher, following the changes made a week ago for axes. Maydole hammers are higher. Packaged rivets are higher. Ten per cent. increase applies this week on sleigh bells. Fuel oil is very much higher and decidedly scarce. Sheets and plates are almost unprocurable. Old scrap markets are weaker, with reduction on old tires and heavy machinery cast. Pig tin is softer again this week, but pig lead is somewhat firmer.

The budget proposals still occupy the centre of interest in business circles. Jobbers state that business conditions continue very active.

Floor Hinge Prices Show Stiff Increase

Montreal.

SPRING HINGES.—Revised higher prices are being quoted by the jobbing trade on various spring hinges. No. 2001x3 are now $3.50 per pair, 2001x4, $4.00 per pair; 2001x5, $4.80 per pair; 2001x6, $6.00 per pair. No. 1½-⅞ to 1 are $3.50 per pair; 1⅛ to 1¼ $4.00; 1⅜ to 1½ $4.80; 1¾ to 2, $7.20; No. 3½ in similar sizes are priced as follows: ⅞ to 1, $1.75; 1⅛ to 1¼ $2.05; 1⅜ tto 1½, $2.50; 1¾ to 2, $3.55; Nos. 2131, 2171 and 2281x3 are priced at $4.50 per pair, while 4 inch are $5.50; 5 inch, $6.50; and 6 inch, $8.25 per pair.

Floor hinges are selling as follows: No. 3001 per set, $2.00; 3131, $2.20; 3171, $2.20; 3281, $2.20.

Welding Compound Joins With Advances

Montreal.

WELDING COMPOUND.—Revised prices are given this week by the jobbing trade on welding compound. Cherry Heat in 5 lb. boxes is quoted at 13c per pound, Climax in 5 lb. boxes 13c, Climax in 100 lb. boxes at 11½c per lb.

More Money Asked For Handle Tops

Montreal.

DEE TOPS.—Higher prices are being quoted on malleable dee tops for use on forks or other handles. The new price is $4.55 per doz.

Stiff Upward Trend For Grain Cradles

Montreal.

GRAIN CRADLES.—A price of $75.00 per dozen is now quoted by the hardware jobbing trade on grain cradles. This makes an advance of $12.50 per dozen, the previous price being $62.50.

Scythe Snath Prices Reach Higher Level

Montreal.

SNATHS.—Scythe snaths have been selling at list plus 10%. The jobbing trade have revised their quotations upward and the new plus discount is 20%.

Bench Axes Follow in Upward Revisions

Montreal.

BENCH AXES.—In addition to the changes already announced on various axes the following prices are being quoted on bench axes: No. 2 are quoted at $22.00 per doz.; No. 3, $24.75; No. 4, $27.00; No. 5, $29.70.

Half Cent Increase For Wrapping Paper

Montreal.

WRAPPING PAPER.—Kraft wrapping paper has again advanced in price. The last increase is ½c per 1000, the selling price to the trade being 13½c.

Prices For Rasps Have Moved Upward

Montreal.

HORSE RASPS.—A change has been made in the discount on Heller's horse rasps. The present discount is 57½%.

Adzes Are Revised and Prices Are Up

Montreal.

ADZES.—Following the changes recently made on adzes, a revised price list is out on adzes. House carpenters' patterns are now $31.00 per doz.; the Railroad, $33.00; Ship, $35.00, and Ship (Ripped), $40.00 per doz.

One Line Hammers Take on Higher Prices

Montreal.

HAMMERS.—In addition to recent changes made on various makes of hammers, new prices are quoted on "Maydole" nail hammers. No. 1 are now selling at $25.00 per doz.; No. 1½ at $23.00; No. 11 at $25.00; No. 11½ at $23.00; No. 12 at $21.50; No. 13 at $19.00; No. 611½ at $36.00.

Packaged Rivets Are on Higher Levels

Montreal.

RIVETS.—Increased prices are effective for rivets in cartons. Bifurcated No. 9 are quoted at $1.80 per carton and tubular at $1.60.

Revised Lists Now on Spring Hinges

Montreal.

SPRING HINGES, BUTTS. — List prices have been revised on various makes of floor and door hinges and butts of the spring and reacting variety. The new lists are said to be materially higher, permitting of discounts being applicable instead of a "plus" being used over the list. The net increases, while not available, are said to total 10 per cent. at least.

Up Ten Per Cent. Are All Sleigh Bells

Montreal.

SLEIGH BELLS.—An advance of ten per cent. has been made on sleigh bells. This applies to all kinds, shaft, team, gong, strap, Quebec, etc.

No Advances Yet on Oil or Gasoline

Montreal.

OILS, GASOLINE. — While as yet there have been no fresh advances in the price of coal oil or gasoline, all indications are strong and there may be an early revision upward. This comes from the fact that fuel oil has reached the high basis of close to 20 cents per gallon. An increase for the refined products may come at any time. Present selling price, base, is 27 cents per gallon for coal oil, and 38 cents per gallon for motor grade gasoline.

Very Great Scarcity Standard Wire Nails

Montreal.

WIRE NAILS.--Still there is a great scarcity of standard wire nails. Jobbers are at their wits' end to know how to fill orders, and the demands are naturally greater with the advance of the building season. Despite the dearth of stock there has been no change of price, the basis still remaining at $5.85. Cut nails are $6.35 per keg, base, still.

Rope Still Steady With Sales Improved

Montreal.

ROPE AND CORDAGE.—Prices have been unchanged over the week and there is still a fairly active demand on the part of the trade. Pure manila base price is held at 35½ cents and British and Beaver manila at 28 cents. Sical is 22½ cents per pound still.

"Get Sheets Where You Can" Is Now the Rule

Montreal.

SHEETS.—The situation is no better. Some are giving up hope absolutely of there being any improvement for some time to come. There is nothing to denote relief for the near future, and jobbers, manufacturers and brokers are obtaining what they can, where they can, and paying a premium for such supplies as they can obtain. The situation is decidedly nominal.

BLACK SHEETS—		
10 gauge	....	9 00
12 gauge	....	9 05
14 gauge	....	9 10
16 gauge	....	9 35
18-20 gauge	....	9 40
22-24 gauge	....	9 45
26 gauge	....	9 50
28 gauge	....	9 50
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	12 50
28 gauge	....	12 10
26 gauge	....	10 75
22 and 24 gauge	....	11 55
20 gauge	....	11 55
18 gauge	....	11 55
16 gauge	....	10 25
English Standard—		
28 gauge	....	12 50
26 gauge	....	12 25
24 gauge	....	11 65
22 gauge	....	11 30
18 and 20 gauge	....	10 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Steel Bars and Iron Continue in Good Demand

Montreal.

STEEL AND IRON.—Activity for bars of both steel and iron is still manifest. The jobbing trade have a certain amount of difficulty from time to time in getting necessary supplies to meet the needs of customers. The basis, while unchanged, remains steadily firm.

IRON AND STEEL

Iron finish machinery steel		$4 95
Norway iron	13 50	15 00
Single reeled machinery steel		6 50
Spring steel		5 50
Sleigh shoe steel		4 90
Tire steel		5 10
Toe calk steel, per 100 lbs.		5 80
Band steel		5 80
Harrow tooth steel		5 05
Mining tool steel, per lb.		0 24½
Black diamond tool steel, per lb.		0 24½
Black diamond cast steel, per lb.		0 24½
Common bar iron, per 100 lbs.		4 55
Refined iron, per 100 lbs.		5 55
Mild steel		4 90

3-16 and thinner flats in iron or steel take extra 50c. per 100 lbs. over base and regular extra.

Trade Is Better For Lead Products

Montreal.

LEAD PRODUCTS.—Sales have improved on lead products, solder and lead pipe, sheet lead and fittings being in general demand by various sections of the trade. At the revisions of last week the markets have been held steadily firm, no further changes being made.

Lead pipe, per 100 lbs.	....	17 00
Lead waste, per 100 lbs.	....	18 00

Note.—Lead pipe is subject to a discount of 10%.

Lead traps and bends		List plus 30%
Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 14
Lead sheets, 3 to 3½ lbs, sq. ft., lb	....	0 13¼
Do., 4 to 8 lbs., sq. ft.	....	0 13

Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	....	0 44
Solder, strictly, lb.	....	0 42½
Solder, strictly, commercial	....	0 39½
Solder, wiping, lb.	....	0 38
Solder wire (8 gauge)—		
40-60	....	0 41
40-55	....	0 44
50-50	....	0 47
Zinc sheets, casks	....	0 16½
Do., broken lots	....	0 17

Old Scrap Prices Are Softening Now

Montreal.

OLD MATERIAL.—Prices are softening on various scrap. This is due to two causes, for the most part, that of the congestion of railway rolling stock and that of strikes shutting down certain manufacturing plants. The receipt of considerable old junk from the small dealers in the country has served to weaken buying prices and automobile tires, scrap zinc and machinery and cast iron are all lower.

Dealers' Buying Prices.

Automobile tires	0 02½	0 03
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 08	0 09
Scrap zinc	0 07	0 08
Lead, heavy	....	0 07¾
Lead, tea	....	0 03½
Light copper	....	14 50
Heavy copper	....	18 00
Wrought iron, No. 1, per gr. ton	....	22 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	16 00
Stove plate, per ton	....	30 00
Heavy melting steel	....	22 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00
Machinery, cast (ton)	35 00	37 00

Tin Softness Still But Lead Is Firmer

Montreal.

INGOT METALS—Prices have lowered in London again this week and the declines do not seem to have reached bottom, though some cannot see any reason for the continued softening of prices. Lead is somewhat firmer.

COPPER.—Little new feature in this, last week's quotations holding still, which are: Electrolytic, 23½ cents; casting, 23 cents.

TIN.—London cables are lower again. A lessening of local prices two in sympathy with this is noted, the present price being 63 cents.

ANTIMONY.—At 12½ to 13 cents a certain amount of routine demand exists.

ALUMINUM.—Rather uninteresting and featureless and with prices ranging at 35 to 38 cents per pound.

SPELTER.—Eleven cents per pound is the basis for this metal, at which price a fair trade is being met.

LEAD.—The market has firmed a little this week, the local basis being a quarter of a cent higher at 10¼ cents per pound.

TORONTO MARKETS

TORONTO, May 27.—It is interesting to note that fewer advances have been made on the price of hardware commodities, although the tendency continues to be for higher prices.

Tin has again taken a decided decline, having dropped 7 cents per pound. Spelter and lead are also weaker.

Furnaces have been marked up 5 per cent. this week. Tubular rivets, split rivets, Williams holder and hinge top shaving soap sticks, barb wire, staples, axes, Chicago butt hinges, and galvanized shingles have all been revised upwards.

The tie-up of freight on the United States railroads has embarrassed many depending on this source of supply, and in many cases the manufacturer is forced to live from hand to mouth till shipments come to hand. Sheets and plates are practically off this market and few shipments are coming through.

The new Turnover Tax is being fairly well received, although the luxury tax, which has also been imposed, has been the cause of some misunderstanding, however, it is believed that most of the points in doubt have been made clear and the new legislation will soon be assimilated with the daily routine.

Tabular and Split Rivets Have Been Marked Up

Toronto.

RIVETS.—An advance on some lines of rivets has been made, and clinch rivets as well as tubular will now cost the dealer more. The peak for higher prices on many commodities composed of iron or steel does not seem to have been reached yet, and those manufactured from other metals are also subject to continual advances due to labor and other factors. The new price on clinch rivets, number 9, is $1.70 per carton of 1 doz. packages. The number 6 is now quoted at $3.30 per carton of one doz. The tubular has been revised upwards and is now quoted at $1.60 per carton of one doz.

Barb Wire Staples Have Been Advanced

Toronto.

STAPLES, in line with other commodities manufactured from wire, iron or steel, etc., have new and higher prices. The bright is now selling at $6.10 per hundred lbs., and in 25 lb. boxes the quotation is $7.10 per hundred lbs. The galvanized is now quoted at $7.10 per hundred lbs. and the 25 lb. boxes $8.10 per hundred lbs.

Williams' Holder Top Shaving Soap $4.65 Doz.

Toronto.

SHAVING SOAP.—New and higher prices have been made on Williams' shaving soap. The large holder top now being quoted at $4.65 per doz.; the large hinge cover also sells for $4.65 per doz.

Quotations on Furnaces Are Revised Upwards 5%

Toronto.

FURNACES of many makes have been revised upwards to the extent of about 5 per cent. Manufacturers state that this is in the way of a revision and the new prices are now more in line with their cost than those formerly quoted.

Manufacturers state they are kept very busy on orders for all kinds of stoves, furnaces, and other kindred lines, and while it is true there is some rumor of lower prices on many commodities in the near future manufacturers state they can see no intimation of lower prices until raw materials becomes more plentiful or the present demand falls off. They also state that present indications point to a very busy fall and that they are working with full speed in order to accumulate if possible sufficient stock to handle the heavy business which they expect for fall delivery.

Rope Sales Brisk; Good Volume Moving

Toronto.

ROPE.—The opening of navigation as well as the bright warm weather which has set in has greatly stimulated the sales of rope, it is stated, and manufacturers say they are very well satisfied with the amount of business being offered. Prices are very firm, although unchanged, and collections continue to come in very good form.

Prices on Axes Have Again Advanced $1

Toronto.

AXES.—An advance in price of $1 per doz. applying to various grades and makes of single bit pattern axes has been made. Boys' and hunters' axes have also been marked up, and will now cost the dealer more.

Wire Nails Scarce; Situation Not Improved

Toronto.

WIRE NAILS.—The situation on wire nails has shown little improvement and jobbers state their stocks are very low. The present demand, they state, is very insistent and while they are able to fairly handle any business at present being offered they are very much concerned for the near future, they state.

Owing to the large amount of orders on the books at present, the mills say they are unable to take further orders for immediate delivery, but when they will catch up with their orders or whether they will be able to take on new business is at present very uncertain. The present quotation on wire nails is $6.10 base, f.ob., Toronto warehouses.

Warm Weather Stimulates Demand for Garden Tools

Toronto.

SPRING LINES are moving very freely and a heavy business is being done on garden hose, and garden hose fittings, garden tools, spades and shovels, black wire screen cloth, poultry netting, and garden seeds, etc. The present quotations on these lines are as per current quotation pages.

Chicago Hinges and Butts Now Cost Dealer More

Toronto.

HINGES AND BUTTS again have been marked up to higher prices, and Chicago floor hinges, double-acting butts and blanks will now cost the dealer more.

Heavy Demand Continues on Sporting Goods

Toronto.

SPORTING GOODS.—So far the new tax schedule has shown little interference with the sale of sporting goods and all in

the trade seem to be very well satisfied with the business being offered. Baseball goods especially are in good demand. Fishing tackle is also moving freely.

Lead Products Steady; Prices May be Lower

Toronto

LEAD AND ZINC PRODUCTS.—Notwithstanding the fact that prices on lead pipe, lead waste pipe and lead sheets, etc., showed a decline last week, stocks are reported to be light, and the demand seems to be very brisk. The declining market, however, is attributed to the erratic condition of the basic metal on the English market, dropping one day and gaining the next. Present indications point to steady market for some little time although few are predicting higher prices, some have it that they would not be surprised if quotations on these products would go still lower in the near future. The warm weather is said to have brought out the demand for lead waste and lead pipe and large volumes are moving out daily. The following are the present quotations:

Lead pipe, list, per lb.	0 17
Lead waste pipe, list, per lb.	0 18
Do., over 8 in., list, per lb.	0 19
Lead traps and bends	add 30%
Lead wool, lb.	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 13
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 44
Solder, strictly, lb.	0 38½
Solder, commercial, lb.	0 36½
Solder, guaranteed, lb.	0 44
Solder, wiping, lb.	0 36
Zinc sheets, per lb.	0 19

Boiler Tube Prices Firm; Remain Unchanged

Toronto

BOILER TUBES.—A fair demand continues for boiler tubes, and jobbers state they are very well satisfied with the business that is being offered at present. Stocks on hand are said to be fairly light and the opinion seems to be that boiler tubes may be very scarce, especially coming on towards the fall season, and this is attributed fully to the shortage of skelp.

Some have it that the recent tie-up of the American railroads will seriously affect this situation on account of the coal, the holding up of raw material and many other factors. The present prices are being quoted at firm figures, although no change has been made this week, and are as follows:

BOILER TUBES—	Seamless	Lapweld
1 inch	$28 00	.....
1¼ inch	30 00	.....
1½ inch	31 50	.....
1¾ inch	33 00	30 00
2 inch	32 00	29 00
2¼ inch	37 00	32 00
2½ inch	46 00	36 00
3 inch	54 00	45 75
3½ inch	70 00	49 00
3½ inch	70 00	39 00
4 inch	96 00	63 00

No Material Coming to Make Corrugated Sheets

Toronto.

CORRUGATED SHEETS. — As announced in last week's issue of HARDWARE AND METAL, corrugated sheets have been advanced, although prices were not available in time for publication. This week, however, records the new prices which are a shade higher.

Manufacturers state that sheets are daily becoming harder to procure and are very much concerned for the near future. Some state that if the embargo on the United States railroads continues and sheets do not come in better quantities that this market will show famine as no one seems to have any stocks to sell and prospects seem very poor for procuring immediate delivery. It may be that it will be sometime before shipment will commence to arrive, even after the embargo is lifted on account of the congestion of freight. The quotations are as follows:

Corrugated Sheets—	Per 100 square feet Gal'zd.	Painted
No. 28 gauge	$10.50	$ 8.50
No. 26 gauge	11.25	9.75
No. 24 gauge	16.75	12.00
No. 22 gauge	19.75	15.00
No. 20 gauge	23.50	19.25
No. 18 gauge	30.00	23.75

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

An additional charge of 10% of the list price is added to cover exchange.
Discount, 7½%.

Famine Prevails on Sheets and Plates

Toronto.

SHEETS AND PLATES.—The freight embargo on United States railroads is the cause of many empty warehouses, it is stated, and jobbers and manufacturers are veery much concerned for the future, as they claim that the embargo has tied them up in such a manner that they are only able to obtain very light shipments, if any.

Many state they have large shipments of sheets in transit, and state they have some of them paid for, and yet they so far have no advice of their whereabouts or where to locate them. It is the opinion of some that it may be some little time before freight moves freely, even after the embargo is lifted on account of the congestion of freight cars at many important shipping centres.

The following prices are quoted here merely as a guide as it is believed that very few could supply a full list of sizes. Owing to the present scarcity, it is necessary, in many cases, to pay premiums over these quotations as jobbers often find it necessary to go into the local market in order to secure the urgently needed stock to fill their orders.

BLACK SHEETS—	
10 gauge	9 00
12 gauge	9 05
14 gauge	9 10
16 gauge	9 35
18-20 gauge	9 40
22-24 gauge	9 45
28 gauge	9 50
GALVANIZED SHEETS—	
26 gauge	9 50
U.S. Standard—	
10¾ gauge	12 50
28 gauge	12 10
26 gauge	10 75
22 and 24 gauge	11 55
20 gauge	11 55
18 gauge	11 55
16 gauge	10 25
English Standard—	
26 gauge	12 25
28 gauge	12 50
24 gauge	11 65
22 gauge	11 30
18 and 20 gauge	10 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Lower Prices—Despite the rumors that are current that prices are about to fall from the pinnacle, jobbers state they are continuing to have one of the best years in their history, and that the demand is now almost more persistent than in the early spring.

One manufacturer stated that so far as he could remember the demand and supply always governed the marketing of commodities, and at present he could see no changing from this rule. He also stated that raw material was never so scarce in the history of his business, nor was the demand heavier or more insistent.

Many are of the opinion that a good crop, especially in Western Canada, will go a long way to stabilize the markets on all commodities, and, according to reports from Western Canada, indications are as favorable as during the spring of the year 1915.

The tie-up of freight transportation on the United States railroads has been very detrimental to merchandising of all kinds. Especially is this true of the manufacturer who has to depend on his supplies coming over these roads, and in many cases he is living from hand to mouth till he receives shipments, which, in many cases, he has paid for and which are still tied up on the road in transit. This is also true of sheet and plates of iron and steel, and the majority of manufacturers, dealers, and jobbers, etc., state their warehouses are bare. One manufacturer says to HARDWARE AND METAL that he had not a sheet in his place, and could not tell definitely when any of his shipments, which were on the way, would arrive. However, just what the future will show remains to be seen, the present demand is very brisk and any goods that are available are moving very freely. Collections also continue to come in satisfactorily and money is circulating freely, although it is believed that loans have tightened up to some extent.

Iron and Steel Bars Firm; Quotations Unchanged

Toronto.

IRON AND STEEL BARS. — Good business is being done in this commodity, although the demand has slackened down to some extent. This, however, is believed to be due to the freight embargo which is causing the shortage of many commodities which in turn hold up work requiring the use of bars. The present prices are very firm, although is is not expected that higher prices will be made, at least not immediately. Some have it that the mills are not accepting orders unless for long date bookings. The following are the present quotations:

Common bar steel, 3-16 and light	6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and heavier	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Hoop steel	6 75

Waste Materials Have Sagging Tendency

Toronto.

SCRAP AND WASTE MATERIALS. —Little change has been shown in the tendency of this market, and dealers state that business is very quiet. This is especially true of the red and yellow metals, which show a very noted sagging downward tendency. No. 1 cast iron and also stove plate show a fair demand, although they are gradually weakening, it is stated. This situation is fully attributed to the embargo on the United States railroads, which, it is believed, is tying up many industries which use these materials in their manufacture. The following are the present quotations:

WASTE MATERIAL

No. 2 busheling	13 00
Stove plate, per ton	32 00
Yellow brass	0 10
Red brass	0 15¾
Light brass	0 08
Scrap zinc	0 06½.
Heavy copper	0 17
No. 1 machinery cast	38 00
Heavy melting steel	15 00
Wrought iron, No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes	0 06
Overseas lumbermen's rubber boots	0 04
Bicycle tires	0 01½
Automobile tires	0 03
Heavy lead pipe	0 05¾
Tea lead	0 11

Galvanized Shingles Now Quoted at $12 Sq.

Toronto.

GALVANIZED SHINGLES.—New and higher prices have been made on this commodity, which is directly attributed to the scarcity of raw material and the higher cost of procuring same. The new price is now being quoted at $12 per square.

Galvanized siding has also been advanced in price, the new quotation being $10.50 per square.

Further Reductions on Tin, Spelter and Lead

Toronto.

INGOT METALS.—The entire metal situation continues more or less panicky and nearly all are erratic; the tendency, however, is weaker, and further reductions have been made this week. Tin has shown the heaviest decline, having dropped 7 cents; spelter is a ¼ cent lower, while lead has declined a ½ cent. Other ingots are also weaker.

TIN.—A heavy decline has been made in tin, the price having dropped 7 cents per pound, making the present price 60 cents per pound.

LEAD has also been marked down this week, 10½ cents per pound being the new quotation.

SPELTER. — Prices continue to weaker, a lower quotation of 10½ cents per pound having been made.

ANTIMONY.—Prices continue to hold unchanged, although the tendency is weaker and is selling at 15 cents per pound.

ALUMINUM shows little active demand and is quoted at around 37 cents per pound.

COPPER quotations remain unchanged, 24 cents per pound still being the quotation.

LONDON MARKETS

LONDON, May 27.—The upward trend of prices on hardware lines continues to be felt, although this week records fewer actual changes than have been made for some time.

Clothes line wire has again been marked up. Wire nails have also been advanced. Scythe snaths have again come up for revision. Japanned sand screens, regalvanized wire cloth, Chicago butt hinges, harness rings, saddlery hardware, hose bands and fittings and plaster Paris all have new higher prices.

Business has been excellent during the past week. The warm weather has speeded up the sale for lawn mowers, doors and windows, screen wire, lawn hose and fittings, paints, varnishes, etc.

Prices continue very firm and scarcity of goods is being felt more keenly each week.

Collections continue good.

Clothes Line Wire Has Again Been Marked Up

London, Ont.

CLOTHES LINE WIRE.—In line with the higher cost of wire of nearly all kinds clothes line wire has again been revised upwards, the demand is said to be quite a heavy one and stocks generally are inclined to be light. The new prices on some sizes are as follows:

No. 19 or XX, 50-ft. lengths, $7.85 per M. ft.; 100-ft. lengths, $7.15; No. 18 or XXX, 50-ft. lengths, $8.60; 100-ft. lengths, $8.

Higher Prices Have Been Made on Scythe Snaths

London, Ont.

SCYTHE SNATHS have again been revised upwards. This is said to be due to the situation which has developed in lumber and wood of nearly all kinds. The high cost of labor is also said to be a factor. The new prices are now being quoted as follows:

Patent, No. 00, $16.50 doz.; No. 1, $15.85; No. 2, $15.20; No. 3, $14. Brush Double Ring, $17.20 per doz.

Advance Made on Wire Nails; Now $6.10 Base

London, Ont.

WIRE NAILS.—The situation on wire nails has shown little improvement and jobbers state that stocks are becoming very light, and that if some relief is not soon offered the situation will prove serious. It is believed that some manufacturers are out of the market for sometime to come and have no nails to offer and have also withdrawn their prices. The new quotation has been revised upwards to $6.10 per keg base in place of a former $5.75 per keg.

The demand seems to be daily increasing and merchants generally seem to be looking for a heavy building activity. Some have it that merchants have fairly heavy stocks but the consensus of opinion seems to be that few have bought much ahead of their season's requirements.

Cut nails continue to sell at unchanged quotations and the price remains at $7.50 per bag base.

Japanned Sand Screens Have Higher Prices

London, Ont.

SAND SCREENS are also among the commodities to have new and higher prices. This line is also said to be affected by the situation which has developed in wire, and stocks are generally said to be light. The new quotations on some of the sizes are as follows:

Mesh		Rolls	Less Rolls
2 x 2	24 in.	$0 70 yd.	$0 75 yd.
3 x 3	30 in.	0 81 yd.	0 85 yd.
4 x 4	36 in.	1 00 yd.	1 05 yd.

Re galvanized Wire Cloth Has Advanced

London, Ont.

WIRE CLOTH.—In line with wire and wire screen of many kinds regalvanized wire cloth has been marked up to higher prices. Owing to the big demand for wire of nearly all kinds the shortage of raw material, coal and other factors the mills have been seriously handicapped, it is stated, and which has reflected in the scarcity of nearly all materials of this kind. The new prices on regalvanized wire cloth are as follows:

Mesh		Rolls	Less Rolls
2 x 2	24 in.	$0 56 yd.	$0 60 yd.
3 x 3	30 in.	0 70 yd.	0 75 yd.
4 x 4	36 in.	0 85 yd.	0 90 yd.

Chicago Hinges and Butts Are Revised Upwards

London, Ont.

HINGES AND BUTTS.—New and higher prices have been made on Chicago floor hinges, double-acting butts and blanks. The higher cost of raw material and labor as well as the shortage of material are factors for higher prices, it is stated. The new quotations on some of the better known lines are as follows:

Chicago Floor Hinges—No. 3171 A.C., $2.15 each; No. 3281, D.B., $2.15 each.

Chicago Double-Acting Butts—No. 1½, ⅞ in. to 1 in., $2.40 pair higher; 1⅛ in. to 1¼ in., $3 pair; 1⅜ in. to 1½ in., $4.85 pair; 1¾ in. to 2 in., $7.35.

Blanks for above—No. 3½, ⅞ in. to 1 in., $1.25 pair; 1⅛ in. to 1¼ in., $1.55 pair; 1⅜ in. to 1½ in., $2.40 pair; 1¾ in. to 2 in., $3.70 pair.

Japanned Harness Rings Again Move Upwards

London, Ont.

HARNESS RINGS.—Japanned harness rings have again come up for revision and higher prices have again been made this week. The new prices on some of the sizes are as follows:

Japanned Harness Rings—¾ in., $1.60 gross; ⅞ in., $1.70; 1 in., $2.20; 1¼ in., $2.65; 1½ in., $3.70; 1¾ in., $3.80; 2 in., $4.20; 2½ in., $5.10.

Prices on Saddlery Hardware Marked Up

London, Ont.

SADDLERY HARDWARE.—Further activities have again been noted in this line, and saddlery hardware of many kinds have again come up for revision, and an advance of approximately 15 to 20 per cent. has been made on harness snaps, whiffle tree and neck yoke irons, as well as clevices, etc. This is said to be due to the situation which has developed in iron and steel as well as the higher cost of labor and other manufacturing charges.

Japanned screw cockeyes have also been revised upwards and some of the new quotations are as follows:

Japanned Screw Cockeyes—New price: 1¼ in., $1.10 doz.; 1½ in., $1.25; 1¾ in., $1.50; 2 in., $1.75.

Lawn Mowers Sell Well; Warehouse Stocks Light

London, Ont.

LAWN MOWERS.—The demand for mowers of nearly all kinds continues to be a heavy one, and jobbers state their stocks are light and find great difficulty in securing replenishments. Some of the quotations are as follows:

K 8 in. wheel, 3-blade—12 in., $6.55 each; 14 in., $6.80; 16 in., $7.10.

K 9 in wheel, 4-blade—12 in., $6.80 each; 14 in., $7.10; 16 in., $7.35; 18 in., $7.85.

C 10½ in. wheel, 4-blade, plain—14 in., $8.40 each; 16 in., $8.80; 18 in., $9.15; 20 in., $9.95.

BB 10½ in. wheel, 4-blade, ball bearing—14 in., $10 each; 16 in., $10.50; 18 in., $11; 20 in., $11.55.

The following figured net at 25% off list.

Daisy—12 in., $6.19 each; 14 in., $6.75; 16 in., $7.28.

Star—14 in., $8.03 each; 16 in., $8.55.

Woodyatt—14 in., $8.85 each; 16 in., $9.38; 18 in., $9.90; 20 in., $10.43.

Empress, ball bearing—14 in., $11.44 each; 16 in., $12; 18 in., $12.49; 20 in., $13.01.

Many Orders for Various Kinds of Grass Catchers

London, Ont.

GRASS CATCHERS are moving very freely, which may be on account of the big sale for lawn mowers. The all canvas continues to be quoted at $7.50 per doz., while the heavy canvas with galvanized bottom sells for $20 per doz.

Poultry Netting Stocks May Soon be Depleted

London, Ont.

POULTRY NETTING continues to have a big sale although stocks are becoming very low. Jobbers state they are finding great difficulty in securing fresh supplies as the mills do not seem to be able to cope with the present demand. The Canadian two-inch mesh is now being quoted at net list, while the one-inch mesh is quoted at an additional 5 per cent. to the list.

Heavy Buying Movement for Screen Wire Cloth

London, Ont.

SCREEN WIRE CLOTH continues to have a big demand, and as the weather becomes warmer, the demand seems to increase. This is accounted for, however, by the fact that people are getting ready early this year for the fly season. The painted black and galvanized are quoted as follows:

Painted black, $3.60 per 100 sq. ft.; galvanized, $4.25 per 100 sq. ft.

Garden and Harvest Tools Hold at 50% and 10% Off

London, Ont.

GARDEN AND HARVEST TOOLS continue to have a brisk movement and nearly all lines are going out very satisfactory. The discount continues to be quoted at 50 per cent. and 10 per cent. off the new list.

SPADES and shovels and scoops, etc., are also enjoying a very good demand, and 35 per cent. off the list continues to be the quotation.

Many Rope Sales Are Result of Warm Weather

London, Ont.

ROPE of neary all kinds has been subject to a heavy demand, which is daily increasing, it is stated. This is due, it is believed, to the seasonable warm weather which is opening up many kinds of summer work, etc. The present quotation is very firm although unchanged, and is as follows:

Pure manila, 35½c base; Beaver manila, 28c; New Zealand hemp, 28c; sisal, 22½c.

Hose Bands and Fittings Have Brisk Demand

London, Ont.

HOSE FITTINGS.—With the coming of warmer weather and the increased number of gardens and lawns that are being attended to this year, the sale for hose and hose fittings has been a very heavy one. Stocks are said to be low on this line at present and replacements are slow from the manufacturers. Some of the present quotations are as folows:

Hose Bands, galvanized—½ in., 40c doz.; ⅝ 45c; ¾ in., 45c; 1 in., 80c; 1¼ in., $1.50; 1½ in., $1.75.

Brass Hose Couplings—½ in., $2.60 doz.; ⅝ in., $2.70; ¾ in., $2.75; 1 in., $4.

Hose Nozzles—Mystic, $8 doz.; Canadian Gem, $8.60; Magic, $13.50.

Stocks of Linseed Oil Are Almost Exhausted

London, Ont.

LINSEED OIL.—The scarcity of linseed oil is very pronounced and the local markets are said to be almost bare. This is said to be due to the fact that Canadian seed is not coming in in any large quantity and imported seed is very badly tied up owing to the embargo which has been placed on the United States railroads. Crushers state they are very much disappointed with their deliveries as they had bought considerable tonnage which has already been paid for, and yet they are unable to get delivery on account of the freight embargo. Some have it that even were the embargo to be lifted immediately, that owing to the congestion that it may be sometime before the traffic is straightened out and the cars are on their way to their destination. The present quotation remains unchanged, although the prices are firm, and are as follows:

	Raw	Boiled
	Per gal.	
1 to 2 barrels	2 87	2 90
3 to 5 barrels	2 86	2 89
6 to 9 barrels	2 84	2 87

Less barrels add 15c gal.

Turpentine Famine Still Prevails

London, Ont.

TURPENTINE is still very scarce and some have it that the situation is daily becoming worse. Very little turpentine has been coming in, it is stated, on account of the embargo on the United States railroads, which has tied up shipments coming from the South. The present demand is very heavy and many are wondering how they will provide for

the near future, especially if relief is not soon shown in the transportation situation. The present prices are quoted as follows:

	Per gal.
1 barrel lots	3 80
2 to 4 barrels	3 79
5 gal. lots	3 95

White Lead in Oil Has Firm Quotations

London, Ont.

WHITE LEAD IN OIL.—A very good demand is noted for white lead in oil and stocks on hand at present are fair, although it is believed that crushers are predicting that there may be a shortage in white lead, but this is believed to be more due to the heavy foreign demand. However, the situation shows little change locally and quotations remain firm at the following prices:

	Tons	Less Tons Per 100 lbs.
Pure	20 45	20 80
Elephant brand	20 95	21 30

Prices on Putty Firm; Remain Unchanged

London, Ont.

PUTTY is also moving good and the price continues to be firm. The situation on whiting is a serious drawback on the manufacturer of putty, it is stated, and some are predicting that if whiting does not come forward in better quantities that manufacturers may have difficulty in supplying the demand. Prices are quoted as follows:

	Per 100 lbs.
Standard, 100-lb. drums	8 30
Do., 25-lb. drums	8 55
Pure, 100-lb. drums	10 80
Do., 25-lb. drums	11 05

Plaster Paris Has Advanced to $6 Per Bbl.

London, Ont.

PLASTER PARIS.—New and higher prices have been made on plaster of paris, the new quotation being $6 per bbl.

WINNIPEG MARKETS

WINNIPEG, May 27.—Higher prices is the ruling feature of the week's markets and many important hardware lines are affected as a result. All of the following lines are involved in the new revisions: Food choppers, tackle blocks, set screws, post-hole augers, sheet lead, metallic shingles and siding, corrugated iron, gilling twine, coal oil, gasoline mirrors and Ingersoll watches. Reports show little change in existing conditions of the various markets, acute shortage still being the chief contention, and in consequence making many of the most important basic materials, as well as the manufactured products, very difficult to procure in satisfactory and sufficient quantities. The present freight embargo on the U.S. railroads, it is said, will also prove a detriment.

Meat and Food Choppers Show an Increase of 14%

Winnipeg.

FOOD CUTTERS have new and higher prices this week and the Uuiversal line feels the effect of the latest changes to the extent of a 14 per cent increase on old lists. The new quotations, it is said, are caused by the present high cost of raw material to which can be added greatly advanced operating costs. The prices now ruling show:

Universal Food Choppers—Sizes, 0, $2.30; 1, $3.15; 2, $3.75; 3, $5 each.

Post Hole Augers Are Quoted at Higher Prices

Winnipeg.

POST HOLE AUGERS.—New prices appear on post hole augers and advance this line an approximate 8 per cent. on previous prices. Taking into consideration the fact that the basic material employed in the manufacture of this line is metal, the new increase is to some extent to be expected on account of the past firmness and stability of this line. Present prices are quoted as follows:

Vaughan Post Hole Augers—Sizes, 5 in., $17.78; 6 in., $18.20; 7 in., $20.65; 8 in., $23.10; 9 in., $25.20 per dozen.

A New Discount Is Listed For Set Screws

Winnipeg.

SET SCREWS.—The old discount on set screws of 25 per cent. off the standard list has been revised in the latest changes, and a result quotes this line 15 per cent. off list, a change that results in slightly higher prices:

Metallic Shingle Have Higher Prices

Winnipeg.

METALLIC SHINGLES.—New prices are quoted in metallic shingles and siding and as a result advance these lines an approximate 5 per cent. on previous prices. General shortage on these lines, it is said, is the cause of the new increase, the demand for this class of goods increasing steadily. To-day's prices show:

Metallic Shingles — galvanized med., $11.50, painted med., $8.75 per 100 sq. ft. Metallic Siding—galvanized, $9.50; painted, $7.25 per 100 sq. ft.

Revised Prices on Sheet Lead Shows 2½c Increase

Winnipeg.

SHEET LEAD is quoted higher to the extent of 2½ cents per lb. The new increase, it is believed, is chiefly attributed to the present scarcity of this line, chiefly due, it is said, to the now somewhat heavy demand which is rapidly diminishing immediate stocks available. The latest price shows:

SHEET LEAD.—2½ to 3 lbs., in rolls, 18 cents; cut, 19. 4 to 8 lbs., in rolls, 17 cents; cut, 18 cents per lb.

Corrugated Iron Also Shows Upward Tendencies

Winnipeg.

CORRUGATED IRON also follows siding and shingles and is advanced accordingly. This commodity also shows a shortage on present available supplies. The present demand is also heavy, and it is feared will greatly deplete any reserve that can possibly have accumulated. The prices now quoted are:

Corrugated Iron—galvanized, 28 gal., $9.75; 26 gal., $10.50; painted, 28 gal., $7.75; 26 gal., $9 per 100 sq. ft.

Gilling Twine Shows Higher Trend; 25% Up

Winnipeg.

GILLING TWINE. — Heavy advance appears on gilling twine to the extent of 25 per cent. on old prices, a heavy advance, but one to be expected when the present adverse conditions of the cotton markets are taken into consideration. New prices appearing are quoted as follows:

Gilling Twine—No. 18, $5.50; No. 20, $5.55; No. 25, $6.05; No. 30, $6.25; No. 35, $6.25; No. 40, $6.50 per lb.

Gill Netting—Linen, 3½ in. to 3¾ in. mesh, $7; 4 in., 4¼ in., 4½ in., 5 in. and 5½ in., $7 per lb.

1½c *Advance Affects Coal Oil and Gasoline Prices*

Winnipeg.

GASOLINE AND COAL OIL.—New prices appear on coal oil and gasoline, advancing both lines an average 1½ cents per gallon, although it is said the new prices are not of an altogether reliable character, indications pointing to the possibility of further advance at any time. The present quotations show:

Coal Oil—Royalite, per gal., 39 cents; case of 2-4 gals., $4. Palacine, per gal., 33 cents; case of 2-4 gals., $4.25.

Gasoline—Premier, per gal., 43 cents; case of 2-5 gals., $6.30. Queen, per gal., 51 cents; case of 2-4 gals., $5.68.

The above gallon quotations are for barrel lots.

Bathroom Mirrors Change; An Advance Resulting

Winnipeg.

MIRRORS.—Higher prices are quoted on bathroom mirrors, raising this line a further approximate 50 per cent. This

new increase is of an exceedingly heavy character and is said to be due to the present existing conditions of the glass markets. The new prices affect the following sizes and are quoted as follows:

Mirrors—Sizes, 8 inches x 10 inches, $1.50; 9 inches x 12 inches, $2; 10 inches x 14 inches, $2.40; 12 inches by 18 inches, $3.25; 12 inches x 20 inches, $3.60; 14 inches x 20 inches, $4.10 each.

Dominion Shot Shells and Ammunition Up 10%

Winnipeg.

AMMUNITION.—General change occurs on Dominion shells and ammunition, advancing this line an approximate 10 per cent., which affects all sizes and styles, an occurrence brought about, it is said, by the present greatly advanced cost of raw material. The new discount now covering Dominion ammunition is 45 per cent. off the standard list:

New Prices Appear and Advance Ingersoll Watches

Winnipeg.

INGERSOLL WATCHES. — Higher prices are quoted for Ingersoll watches, which show approximately a 17 per cent. increase on old prices, an occurrence said to be somewhat anticipated on account of the advanced cost of raw material coupled with advanced operating costs; two conditions that cannot help but influence the finished product. The latest prices appear firm and are quoted as follows:

Ingersoll Watches—Maple Leaf, $2.15; Maple Leaf Radiolite, $2.65; Eclipse, $3.15; Junior, $3.65; Midget Radiolite, $4.15; Waterbury, $4.65; Wrist Radiolite, $4.40; Waterbury Radiolite, $5.15; Reliance Snap, $5.90; Reliance Screwed, $6.20 each.

Lead Waste Pipe Prices Decline About ½c Lb.

Winnipeg.

LEAD WASTE PIPE.—A slight decline of about ½ cent per pound has been made on lead waste pipe.

O. and A. Wire, Bright and Copper Jump 10%

Winnipeg.

WIRE.—Oiled and annealed wire, also bright and copper spring wire prices have again been revised upwards and will now cost the dealer about 10 per cent. more.

Some Lines of Builders' Hardware Advance

Winnipeg.

BUILDERS HARDWARE. — Higher prices have again been made on Yale padlocks, which are an advance of approximately 25 per cent.

SPRING HINGES of the Borner pattern have also been revised upwards to the extent of 35 per cent.

PITTSBURGH MARKETS

PITTSBURG, May 27.—At the time the last report was written traffic conditions, growing out of the rail strike, were becoming worse rather than better, and the trend has continued in the same direction. Meanwhile, however, the Interstate Commerce Commission has begun to exercise the powers given it by the Transportation Act of last February, and strong hopes are entertained that conditions will now improve. The commission was urged to act by leading railroad officials. The orders of the commission, which are being issued from day to day as the way is made clear, include many things, such as abrogation of car service rules, disregard of original routings of shipments, establishment of priorties for various commodities and direct routing of trainloads of empty cars to points where cars are particularly needed.

It must be understood that the object of these activities is not primarily to relieve the congestion as a whole, but to facilitate the movement of the most important commodities, foodstuffs coming first and then coal. Iron and steel products in general cannot of course be regarded as entitled to any priority, except in special instances, and one noteworthy case is that of tin plate. The canning season is just beginning, and if tin plate is not moved to can factories, and cans to canneries, food will be lost. The Interstate Commerce Commission has gone carefully into the tin plate situation, having had leading representatives of the industries of tin plate making, can making and canning with it in conference last week. The tin plate manufacturers reported that about 2,500,000 boxes of tin plate lay in the warehouses of the tin plate mills, which would be enough to make one billion two-pound cans (a rule easy to remember is that approximately 2½ boxes of tin plate make 1,000 two-pound cans), for the movement of which 3,500 or 3,600 box cars would be required. The commission would not undertake to interrupt the movement of box cars West, for moving grain, but efforts are being made to find the box cars by other means.

The real strike itself is still on, though it has waned somewhat. There is divergence of opinion as to haw much of the trouble is due directly to there not being enough men to work on the railroads, and how much is due to the congestion that has been produced by the strike, which is now about eight weeks old. Practically, the point at issue would be whether the termination of the strike itself would right matters, for if the present trouble is due chiefly to congestion ending the strike would not end the congestion. There were traffic difficulties and car shortages in the first three months of the year, before the strike. The better opinion seems to be that the strike really is an important factor at this time, so that its entire settlement would help very materially. It is accepted in most quarters, apart from this, that the present work, directed by the Interstate Commerce Commission, will tend to relieve the congestion very considerably, even though the immediate object is better movement of foodstuffs and fuel in particular.

Accumulation of Steel.

A rough estimate of the quantity of steel that has accumulated at steel mills may be made in thismanner. One starts with the March production, which was at the rate of 45,200,000 gross tons of steel ingots a year, as indicated by the monthly report of the American Iron and Steel Institute. The March rate had been the highest since October, 1918. Finished rolled steel products run normally about 76 per cent. of the ingot production (on account of scrap and scale losses in rolling and heating) and applying this proportiono and passing from the gross to the net ton the March rate of production appears to have been about 750,000 net tons of finished rolled steel per week. Thus far the computation is substantially accurate. Now one may make a careful guess, rather than a precise estimate, that production since April 1, when the strike began, has been at 80 per cent. of the March rate, averaging the whole country, and that shipments have been 65 per cent. of the production, whereby shipments would be 52 per cent. of the March production, and the accumulation would be 28 per cent of the March production, 28 per cent. of 750,000 tons being 210,000 tons. For eight weeks this would be 1,680,000 net tons. There were some accumulations before the strike started, due to the previous car shortage, though those accumulations were diminishing late in March. Then there is a large tonnage of steel that has been "shipped" but is simply stalled en route. The grand total of steel made but not received by consumers and not actually moving as it should, is probably in excess of 2,000,000 tons. All the steel made, of course, has been on order, and none of it is for sale. The market is stagnant at present, and if one desires to forecast what sort of a steel market there will be when the traffic situation is righted he should take into his reckoning this extra 2,000,000 tons of steel, which eventually wil reach the buyers.

All branches of the iron and steel market are stagnant, and while producers are disposed to argue that the quietness is due to the rail case it is difficult to put all the responsibility on that head. If a quiet market is a natural result of consumers not receiving deliveries the active and advancing market of early in the year has to be explained. At that time consumers were doubling up in their purchases. When they received poor deliveries against old contracts they bought afresh, at premiums, for early deliveries. Again, if the present quietness is due to

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Consider Structural Details When Choosing New Wallpaper

Room Must Have Proper Relation to Rest of House—Good Ideas of Harmony Brought Out in This Season's Lines—Prices From 50 Cents to $18—Paper Shortage Causes Concern—English Blocked Papers Available, But French Output Still Low.

FEW persons in choosing a new wall paper for a hall way, a living room, or a bedroom, do so with any consideration of the structural detail of the room or the building in which the decoration is to be employed. No matter how expensive or how artistic the scheme worked out if it does not become harmoniously absorbed by the whole general scheme its principal value is lost. Otherwise it may give a most startling and unpleasant effect when the door of the particular room is opened into the hallway of the house.

One of the simplest guides to be remembered along this line is that fabric effects are good in a light room—grass-cloth papers, etc., are effective when a simple treatment is employed in the construction of walls, etc. When the stucco effects are used with the very popular beamed ceiling, more weight in the wall coverings and draperies may of course be introduced, and the salesman in the wallpaper department of your store—even if you keep a very modest department—should be posted on a few of the elemental rules in the treatment of interiors. The fact that the larger stores employ experts on their permanent staffs and bring lecturers from the art centres to instruct in attractive employment of decoration in the modern home, shows how important this department is considered by the most up-to-date concerns, and even the small town hardware store with its limited stock need not be behind the times if the owner makes the best of what he has. A few good lines that will surely be good sellers and create good effects is a safer buy than a wide range of novel, cheaper lines for the smaller merchant. He should be guided, however, by what is being shown by the wholesalers to the bigger retail buyers.

The Present Tendencies

This season there is a marked tendency towards stencil and tapestry effects, while reproductions in soft attractive shades of the best-liked designs in cretonnes are also selling very well to the general trade. Many novelties are being tried out by the bigger decorators in the homes of customers who wish to pay the price of these elaborate effects.

One large company, for instance, is decorating a home in Toronto and introducing a unique wall treatment in which sand is thrown on a wet paint. The walls are tinted the desired shade, and while the paint is still wet a fine transparent crystal sand is thrown on the wall, giving an effect like the sheen of velvet when the wall becomes dry. This process can be done in any color, and the effect is very beautiful, but of course could only be used in a home where the rest of the interiors could be equally elegant in treatment. This sand process is more often used in panel effects with the darker schemes and is sometimes used in scroll or mural decorations in theatre or hotel lobbies, etc.

English Hand-Blocked

Among the finest looking wall papers being shown for the present season are the hand-blocked English papers of a rather conventional design. These are in great demand in a wide range of designs and are very good for the better class type of living room, library or lining room. They will retail at about $3.50 a roll. The designers of these papers cut out their patterns in wooden blocks and the moulds are pressed on by hand, making the process a comparatively expensive one from the standpoint of time and labor. "We cannot get the deliveries quickly enough," one importer of English wall papers told HARDWARE AND METAL. 'There is a very large demaand for them and of course the wall paper business is suffering from the paper shortage as well as the manufacturers in other lines of paper goods."

Factory Used as Hospital

The wallpaper supplies have suffered too, as a result of the war. Previously France contributed a large supply of the better class of goods to Canadian wholesalers and retailers. To-day the French wallpapers are almost impossible to get. The famous Zuber plant in France was utilized as an immense military hospital all during the war, and only now is it being restored and equipped again to carry on the manufacture of wallpaper lines, world-famous before the war.

This shortage of wallpaper output in France is believed to have a good deal to do with the increased vogue for fabric-covered walls, cotton and silk materials being widely used in interiors of every description.

Eighteen a Yard—Worth It, Too!

Among the novelties for halls is a fine Japanese leather paper in bold conventional design in rich shades and bronze which sells at $18 a roll.

"The hall is the most important space in the house," said one merchant. "If I were being cautious about expense in wallpapers I should go easy on every room before I started to cut down on the hall. It is the first room into which you step—and every room opens into it. Therefore the quality and color scheme must be given careful consideration.

Jaspe Stripes Lead

Dainty for bedrooms, boudoirs, and dressing rooms are the plain Jaspe stripes, pin-head satin stripes, and plain fabric effects that look very much like linen and are particularly refreshing in appearance. Chintz patterns with cut-out borders are very good in soft, loose floral effects, and very dainty bedroom papers may be had from 50 cents a roll up.

"It is absolutely wrong to buy cheap paper these days," said one wallpaper man this month. "People are under the impression that if they can't save in other things they will in wallpapers, and this is a terrible mistake. The cheap papers are a worse investment than the old, faded ones on the wall, and when money is spent on having new paper hung, it might far better be paper that will stay on the walls a few years. Cheap paper is a poor investment and customers should certainly be warned against it."

Among the Novelties

Among the novelties shown to HARDWARE AND METAL by this wholesale merchant was a very pretty Japanese grass cloth. This comes in natural color grass in various colored backgrounds and is very nice for the popular type of living room. It permits of a cheery treatment of draperies and hangings, and like the good greys and buffs in one-toned papers, is an excellent paper when bright shades are employed in the drapery cretonnes or silks.

For the Modern Kitchen

The culinery department should not be overlooked in this brief review.

"Canvas walls painted are the most satisfactory for kitchens, HARDWARE AND METAL was told. "These should not be attempted until the house is four or five years old so that the plaster is given tibe to crack if it is going to. After this period the house is settled and the canvas can be stretched on the walls without fear of big cracks splitting it. White enemal paint is applied and the effect is fresh and sanitary, for the walls can be frequently washed without any harm being done."

Of course the wholesalers are showing a good range of neatly-tiled kitchen papers for those who prefer to carry them. With the present shortage there is no danger of the wallpaper department proving a Jonah. Prices, too, will be firm and are advancing.

Making Paint a Twelve-month Seller

"Keep It in the Windows," Says Western Firm—Find This Plan a Winner—Gets Customers in the Habit of Anticipating Displays

IF there be virtue in making continuous displays of paint and painting accessories twelve months in the year, then Moser-Cruickshank, of Melfort, Sask., should be permitted to say a word right on this important topic.

The displays are made in the same window each time they are changed. This has virtue in it, in that the customer comes to know what he may expect to find in that window—that is, the nature of the goods. While two other windows have been provided, and are used for general and special hardware displays, the one window accommodates, at all times, the special paint lines handled by the company.

Mr. Moser dresses the windows himself. To him this is really a hobby, and because of the interest he assumes, the displays reveal the care that is taken to make each window attrastive. For if sales are to be made and maintained the impression on the customer ought to be made as vivid and effective as possible.

A Specimen Window

It will be of interest to hardware men in small towns to note that this firm use a closed-in background. This is an ideal setting for a paint display for two reasons. In the first place, as with the Moser-Cruickshank window, it affords the window dresser an opportunity to build up his work at the back, giving the best possible opportunity to display the various packages that are being shown. That is to say, there is something at the back of the goods, pyramided or piled about the window, which "sets them off," so to speak, before the customer. This is decidedly important and has helped to "make" an otherwise poor showing of hardware or paints.

In the second place, and as with displays made by Mr. Moser, it gives to the cut-outs, lithographs, color cards, and other advertising matter used to brighten the display, the best possible effect.

Who Gets the Profit?

Business is, in part, a selfish thing. One of the first questions confronting the hardware merchant when he is offered a line for disposal to his trade is: "Will it be worth my while to handle this; will it yield me as much profit as

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An interesting window display of paints is shown herewith, as arranged by McKinnons, Ltd., Weyburn, Sask. It represents a model of the 1920 *Prosperity Farm and is complete to the last detail. The house, garage, and barn are shown well preserved by the adequate use of paint. The lawn with fence and telegraph poles, the trees and the cattle grazing in the enclosure, give the whole setting a very realistic appearance. In a farming community a window display such as this arouses much interest and comment. The idea has also been used successfully in rural and city communities.*

Mooramel

A PERFECT WHITE ENAMEL

Made in GLOSS and EGGSHELL White and produces a durable, rich, lustrous, porcelain-like finish that satisfactorily retains its whiteness for years.

MOORAMEL works easy, has perfect flowing properties, ENDURING whiteness and other qualities which make it the EXCELLING ENAMEL. It is without any question the most practical and also the most economical article of its kind ever manufactured.

MOORAMEL can be used with equal good results on either INTERIOR or EXTERIOR work and can be cleansed with soap and water as often as necessary without any injurious effects.

MOORAMEL SELLS AT A REASONABLE PRICE

MOORAMEL like all other MOORE PRODUCTS sells on its MERITS. We do not ask our Dealers to pay high prices to help pay the cost of EXPENSIVE and INEFFECTIVE advertising. We depend on QUALITY and PRICE to sell our products.

This is only one of the answers to the questions so often asked—

? HOW CAN MOORE'S SELL HIGH GRADE PAINTS AND VARNISHES AT PRICES SO MUCH LOWER THAN OTHER MANUFACTURERS ?

Write us for details of our splendid agency proposition and we will give you further reasons why we can do it.

"Save the surface and you save all" *Paint & Varnish*

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Maritime Sales Manager:
R. C. BLAKENEY, 276 South St., Halifax, N.S.

Western Sales Manager:
J. B. CLEVELAND, Box 821, Saskatoon, Sask.

If interested, tear out this page and keep with letters to be answered.

The Brush Department

Good Assortment of Brushes Necessary

How One Dealer Secured Much Trade by Taking Traveler's Advice in Stocking Two Brushes of a Better Grade Than His Trade Generally Required —Personal Solicitation for Brush Trade

IN the sale of kalsomine or whitewash brushes, neglect to keep a good assortment of stock on hand results in losing business more than with other types of brushes, though this is an important matter at any time.

In a small town about twenty miles from Toronto, a traveller for one of the large brush manufacturers tried to induce a dealer to keep a good brush on hand.

"But I would never sell one at the price of that you are showing me, if I had it in stock for five years," protested the dealer.

To further impress on this merchant the fact that he could make sales of this class of brush in his trade the salesman agreed to send him a pair of brushes same as sample, and if not sold by the time he made his next visit, he would take them back. Much to the surprise of the dealer he had the brushes in his store only three weeks before they were both sold and as result of another party seeing the brushes in use by the purchaser, the dealer was asked to order another pair of brushes of the same class.

This illustration is an everyday occurrence in the hardware trade and indicates that the dealer is well justified in stacking a certain quantity of good quality brushes. The dealer knows his own trade best, and its requirements, but the exceptional case is bound to occur and it is just possible the dealer will lose business in other lines if he cannot supply the right quality brush. In the case outlined the purchaser was a building contractor whose business was cultivated from the moment the brushes were bought.

Personal Solicitation of Brush Business

Realizing the value of an opportunity when presented, and taking every advantage of it, is claimed to be the way to success in brush selling. In this connection some dealers have found it good business to have a man solicit this business on days when there is a minimum of rush in the store.

Sources of business which could be solicited might be classed as follows: Dairies, stables, factories, rooming houses, hotels, banks, schools, office buildings, hospitals, town councils, etc. These are also sources of business in other lines sold in the hardware trade and in some communities there might be sufficient business to be secured to take a good portion of a man's time.

The personal suggestion conveyed by such calls is an important factor in selling and it increases the total volume of business by getting the trade as soon as the articles in question are required. The person solicited does not have a chance to delay by putting the purchase off until he happens to be in the hardware store, for the representative of the store brings the matter to him.

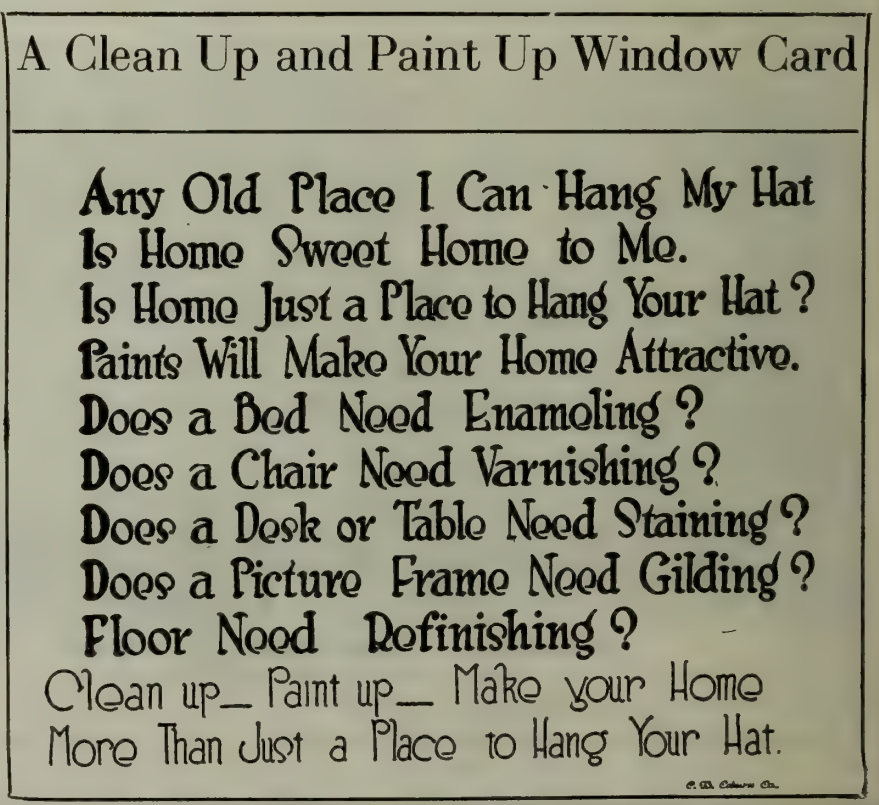
The increase of profits in a business follow the expenditure of extra effort to secure and build sales that would not come in the regular way. This class of trade comes only through the channel of better selling ideas, planned and carried out. This is particularly the case with brushes, for, as has been pointed out, they come in for a hundred uses, and the power of suggestion is a very important factor in their sale.

Celebrate Eightieth Anniversary

On Saturday, June 12, Carpenter, Morton & Company, paint and varnish manufacturers, Boston, Mass., will celebrate the 80th anniversary of its founding. On that day the members of the corporation and their families will be taken on an outing.

The company was established in 1840 by Eleazer F. Pratt. In 1843 he was joined by George B. Rogers under the name of Pratt & Rogers. In 1846 George W. Banker became a partner, the name chaanging to Pratt, Rogers & Co. In 1849 Pratt and Rogers withdrew, and the business was continued by George W. Banker, Matthias Crocker and George O. Carpenter under the name of Banker, Crocker & Co. In 1852 Mr. Crocker withdrew and the firm name changed to Banker and Carpenter. In 1864 Edward T. Woodward, John D. Morton, and Isaiah Woodbury were admitted to partnership without change in the firm name. In 1868 Banker and Woodbury withdrew, the remaining partners continuing under the name of Carpenter, Woodward & Morton, this firm name lasting until 1892, when the business was organized as a Massachusetts corporation under its present name, the Carpenter-Morton Company.

A Clean Up and Paint Up Window Card



Suggestion from "The American Paint and Oil Dealer"

The Bristles Can't Come Out

Every Boeckh Brush Guaranteed

BOECKH'S

Steel Grip Rubber Set Flat Paint

With characteristics that please the consumer, either professional or amateur. The long, uniform, business-like bristles convey a suggestion of lasting wear and good service. The Steel Grip Rubber Set process affords security against bristle-shedding and a definite control of shape that means better and more economical spreading of the paint. The good, sensible handle, handsomely, but yet serviceably finished, assures easy control.

Boeckh's Brushes satisfy, and the well-known trademark links you up with future sales.

The Boeckh Company, Ltd.
Toronto, Canada
Established 1856

If interested, tear out this page and keep with letters to be answered.

MAKING PAINT A TWELVE-MONTH SELLER

Continued from page 62

other hardware lines, or specialties that I can easily buy?"

Moser-Cruickshank's best answer is: "Twelve months' displays for us," or better, perhaps, "A paint window all the time." As with argument, reiteration plays no small part in the ultimate "putting-over" of the sale. Therefore, repeated displays, arranged differently, as with this firm, and with a new message each time, interest is maintained. The customer can be made to see how easily the paint and varnish brush will work in winter as in summer. Not only bric-a-brac, but all manner of indoor painting, tinting and varnishing may be as readily carried out in the winter as in the summer. Not only so, but frequently to better advantage. The writer, in his own experience, put in a whole winter tinting the walls of a new house, staining the woodwork, and had the pleasure, when this was completed, of viewing a five-coat job throughout the house. It can be done, and—IT PAYS. Try it.

How Hardwaremen Advertise Paints---No. 9

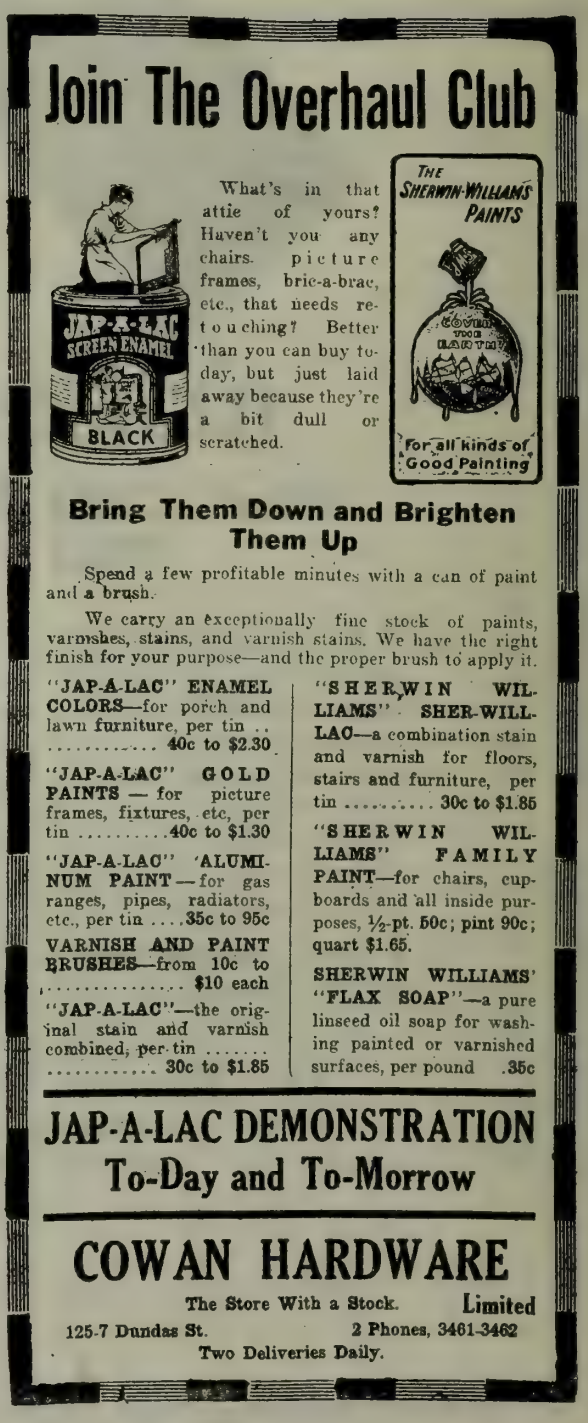
TAKING advantage of popular sentiment as created by advertising and other publicity being done in the interests of spring cleaning up and painting up, this advertisement by Cowan Hardware, London, Ont., appeals for readers to "Join the Overhaul Club."

A personal element is created by asking the direct question "What's in that attic of yours? Haven't you any chairs, picture frames, bric-a-brac, etc., that need retouching? Better than you can buy to-day but just laid away because they're a bit dull or scratched."

Such an appeal carries much weight in these days, when, owing to high costs, people are bringing forth discarded piece of furniture and retouching them to renew their appearance. The suggestion for a clean-up of the attic or storeroom is a good one, as in the average household there are many articles stowed away while still in their useful stage, which may only require a little retouching with paint or varnish.

"Brig them down and brighten them up," continues the ad. "Spend a few profitable minutes with a can of paint and a brush."

Various lines of interior and exterior finishes are then quoted, with a brief description of what each is for and the price. This is an effective style of ad. for it is well laid out and illustrated, and it makes a personal appeal which affects a very large number of householders, and then proceeds with full information concerning the finishes recommended, with prices quoted.



The Luxeberry Painter Says:

The cow that gave a good pail of milk and then kicked it over reminds me of home-builders who pay for handsome interior trim and then allow it to be spoiled with cheap or unsuitable varnish.

If I do your next job you will get a finish you will be proud of, and it will be produced with Berry Brothers Varnishes, Enamels and Stains.

It is the earned confidence in "Berry" Finishes that has created the great and always growing confidence for them.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites, Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance, Ltd., Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale, Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONT.

THE MASTER PAINTER SAYS:

"A good job demands a good brush. I always use

TRADE SIMMS SET IN RUBBER MARK

PAINT BRUSHES

"SIMMS is the brush that can be used in any kind of paint, varnish, oil, paint remover — or anything — without shedding its bristles."

"I have never found any bristles in the paint when using a SIMMS brush."

"You can buy them at any good hardware store."

The painters' trade is well worth going after — and SIMMS is the line of brushes that will enable you to secure it.

Stock up with SIMMS trade winners —

Brooms	Lather Brushes	Shoe Brushes
Whisk Brooms	Paint Brushes	Stove Brushes
	Scrubbing Brushes	

Prompt shipment from our nearest branch.

T. S. SIMMS & CO., LIMITED

Makers of Better Brushes and Brooms for 54 years.

Head Office—St. John, N.B.

Montreal Toronto London

If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, May 27.—Linseed oil is selling still at $2.60 per gallon, raw basis. There will probably be some relief in a week or ten days, although jobbers do not look for a radical decline. Turpentine is just as scarce as it was a week ago, if not scarcer. Few are quoting at any price. White lead in oil, putty and paints, as well as various specialties, are steady and unchanged.

Dry colors and colors in oil are very strong and some state that they will not be surprised if higher prices should soon rule. Glass stocks are still smaller than existing demand. Trade, from a seasonable standpoint, has been very excellent.

Dry Colors Have Been Very Active; Are Strong

Montreal.

DRY COLORS.—So great has the demand for dry colors been this year that the manufacturers believe 1920 will break all records. It has been difficult to meet the requirements. Some expect that prices may stiffen, while others feel that the purchases of the manufacturers have been ample to forestall, at present, any inflation of the market. It seems generally understood that there will be no reduction of price, and the same will apply to colors in oil.

Time Will Relieve Prices Linseed Oil

Montreal.

LINSEED OIL.—So great has been the congestion that linseed oil stocks have not been available on a much improved basis for the past week or ten days. Some lessening of the demands for oil are reported, one jobber stating to HARDWARE AND METAL that they were not besieged with orders now to the same extent, but that there were still substantial needs to be met. Prices will probably be a little easier in a few weeks, but the feeling at present denotes that quotations will range around $2.50 to $2.60 per gallon. The basis this week remains at $2.60 for raw and $2.62½ for boiled.

	Imp. Gal.
Raw—	
1 to 2 barrels	2 60
3 to 4 barrels	....
Boiled—	
1 to 2 barrels	2 62½
3 to 4 barrels	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Seeking Turpentine But Relief Deferred

Montreal.

TURPENTINE, RESIN.—No relief has come in the situation and prices are being still withheld by the jobbing trade. Out of stock, the jobbers are not taking any chances. One source is quoting a price of $3.35, in large quantities, for June 15th delivery, but are out of the market for the present. Another paint manufacturer is quoting $3.87 per gallon on 5-gallon lots, per gallon, packages extra.

Turpentine—	Imp. Gal.
Single barrels	....
Small lots	3 87

(Packages extra.)

Putty Holds on Steadied Basis

Montreal.

PUTTY.—Sales are seasonable. There has been an active demand from usual sources, but nothing unusual is reported from jobbers. Supplies of whiting have, as already pointed out, been more or less difficult to obtain, but there will be some relief in the fact that demand is less than it was. The following basis and differentials apply:

PUTTY—	5 ton	1 ton	Less than ton
Bulk, in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

Present Supply Ample of White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—Present supplies of whie lead in oil are tmple for trade requirements, and there is still quite an outturn of the product. The basis is unchanged, with five-ton lots of Government standard lead selling at $19.50 per 100 lbs.; tons lots at $20 and smaller quantities at $20.35.

Paints and Specialties Have Been Big Sellers

Montreal.

PAINTS, ETC.—This has been one of the biggest seasons on record. Manufacturers state that there has been an easing off in the volume of business during the past week or ten days but there still is good demand. Retailers have evidently been securing excellent business, for all reports agree that there has been more paint sold this year than for some time. If the totals were known a record doubtless has been established. The basis is firm and unchanged.

Shellac Supplies May Come Forward

Montreal.

SHELLAC.—Prices have been maintained on shellac, and jobbers state that supplies have been coming through the English importer. This has given a more favorable price to the buyer, in view of the English or sterling exchange basis, as related to the American. At the same time deliveries are necessarily deferred several months—three or four in some instances—and this means that present quotations will hold for some time, in all likelihood. Later in the season, however, a lower basis may obtain.

To offset this there is the matter of denatured alcohol, the price of which has risen rapidly.

Delays in Shipment Reduce Glass Stocks

Montreal.

GLASS.—While the demand for glass still exceeds the supply, jobbers have been able to take care of customers' needs reasonably well. The strike troubles have been the source of difficulties arising with regard to delivery of booked orders, and long delays have been experienced in obtaining required tonnages of plate and box glass. The market is steady and unchanged.

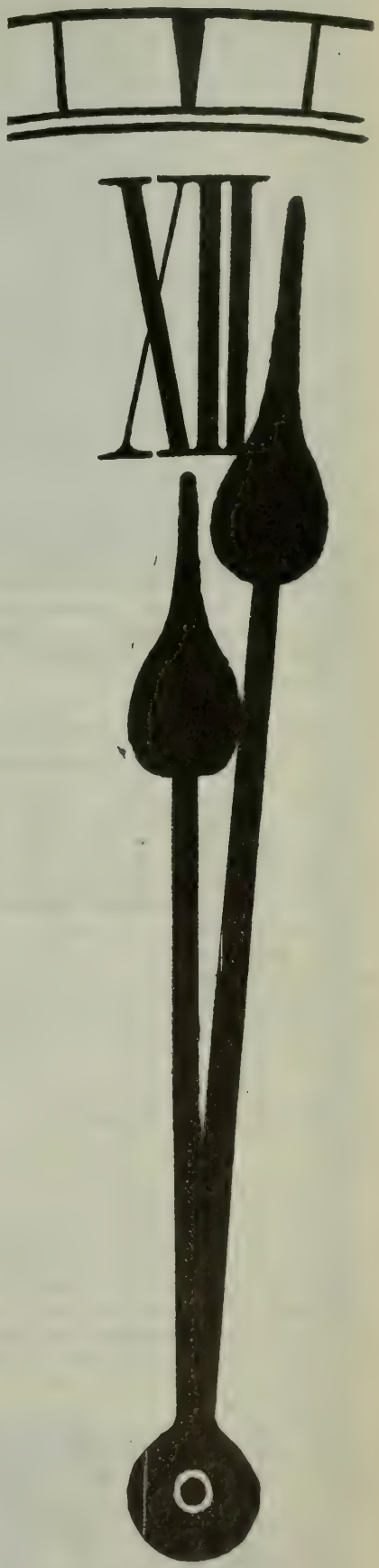
TORONTO

TORONTO, May 22.—Scarcity continues to affect many lines in the paint department. Especially is this true of turpentine and linseed oil, which jobbers state are nearly off the market, and few if any are able to sell more than five to 10 gallons to a customer.

The scarcity of whiting is also a trouble-maker for the cold water paint and putty manufacturers, who state they are unable to secure sufficient supplies.

Wood alcohol has been revised upward this week and the new quotation is $4 per gallon. The freight embargo on the American railroads is causing much inconvenience and loss to manufacturers and jobbers, etc. The new business tax has caused little confusion, although its

"On Ramsay's Paint the Sun Never Sets"



You cannot afford another minute!

It is the part of wisdom to order your supply of Ramsay Paints and Varnishes in time; this promises to be the greatest building and painting season in Canada's history. Building permits for more than $75,000,000 of work have been issued.

A. Ramsay & Son Company

Makers of Property Preserving Paints & Varnishes for 78 years

Toronto MONTREAL Vancouver

DISTRIBUTORS—Edmonton District: Revillon Wholesale Limited, Edmonton. **Calgary District:** The McDonald-Baker Co., 818 8th Ave. W., Calgary. **Nova Scotia District:** Jas. Simmonds, Limited, Halifax, N.S.

If interested, tear out this page and keep with letters to be answered.

imposition is still the chief topic among business men. Colections are still coming forward freely and business is more brisk than ever, it is stated.

Wood Alcohol Price Reaches $4 Mark

Toronto.

WOOD ALCOHOL again comes up for revision and new and higher prices have again been made. The new price is now being quoted at $4 per gal. The new quotation is said to be a firm one.

Pure White Lead in Oil Still Quoted $20.70 Cwt.

Toronto.

WHITE LEAD IN OIL.—President indications point to a shortage in white lead in oil. This is said to be due to the very heavy demand which is at present being experienced by nearly all in the trade. Especially is this true of export orders, and it is believed that a good volume of business is being obtained for export. No change in price has been made recently, and the present price is holding very firm, the quotation being $20.70 per hundred pounds for the pure, while the genuine is being quoted at $23.40 per hundred pounds.

Heavy Sales Continue For Paint and Specialties

Toronto.

READY-PREPARED PAINTS.—Nearly all in the trade are enjaying the very brisk demand for ready-prepared paints and paint specialties of nearly all kinds, and the increasing warm weather is daily stimulating the already heavy demand. Some have it that many ingredients are becoming very scarce and are gradually advancing in price, although the vresent price is unchanger. Quotations are firm and are as per current quotation page.

Whiting Still Scarce; Putty Prices Firm

Toronto.

COLD WATER PAINT.—Little relief has been eexperienced from the great shortage of whiting and supplies are daily becoming more scarce. This is not without its effect on cold water paints, depending on whiting for their manufacture, and manufacturers state that if supplies do not come to hand in larger quantities there may be a shortage of cold water paints.

PUTTY is in almost the same predicament, and stocks are becoming very light, especially for this time of the year, and many are concerned for the near future, when the heavy demand sets in. The following are the present quotations on putty:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$6 85	$7 10	$7 45
Do., in 100 lb. irons	7 70	7 95	8 30
Do., 25-lb. irons	7 95	8 20	8 55
Do., 12½-lb. irons	8 20	8 45	8 80
Bladder, in barrels	8 60	8 85	9 20

Pure putty, $2.50 cwt. advance.

Ottawa prices are 25c; Hamilton, 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

Freight Embargo Delays Shipments of Glass

Toronto.

GLASS.—The embargo on the United States railroads is not without its effect on the supplies of glass, and jobbers and importers state their already meagre stocks will not last long, unless relief soon comes to hand. However, it is hoped that the freight embargo will soon be lifted and many carloads that are tied up in shipment should then soon come to hand. The quotations continue to hold unchanged, although the present price is a very firm one. The single and double diamond continue to sell at 15 per cent. from the list, while the cut lights are being quoted at a discount of 40 per cent. off the list.

PLATE GLASS shows little or no improvement and stocks are said to be lower if anything, and many are finding difficulty securing sufficient supplies to fill their orders.

Paris Green Has Good Demand; Prices Firm

Toronto.

PARIS GREEN.—A fair demand is felt for Paris green. Present quotations are firm and unchanged, some of which are as follows:

Paris Green—	Per lb.
½-lb. pkgs.	0 58
1 lb. pkgs	0 56
25-lb. drums	0 54
50-lb. drums	0 53
100-lb. drums	0 53
250-lb. kegs	0 52½
600-lb. barrels	0 52

Linseed Oil Prices Unchanged; Stocks Light

Toronto.

LINSEED OIL continues to be very scarce. One of the main factors for this, it is stated, is the embargo which has prevailed on the United States railways. Crushers state they have many cars in transit which have been tied up for several weeks, and they are unable to secure delivery or even advice as to their whereabouts. The present price remains firm and lower prices do not yet seem to be in sight. It is believed, however, there are heavy shipments in flaxseed in some of the United States harbors, but owing to the embargo on the railroads and other difficulties, etc., these as yet are not being moved. However, the near future should clear up the situation and seed may come to hand in better quantities.

Linseed Oil—	Raw	Boiled
1 to 2 barrels, gal.	2 87	2 95
3 to 5 barrels, gal.	2 86	....
10 barrels and over, gal.	2 84	....
1 to 2 barrels, gal.	2 90	2 98
3 to 5 barrels, gal.	2 89	....
10 barrels and over, gal.	2 87	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal higher than single barrel price.

Turpentine Stocks Light; Embargo Holds Shipments

Toronto.

TURPENTINE.—Local markets are said to be practically bare of turpentine and a hand-to-mouth business is at present being transacted. The embargo on the United States railroad is said to be the cause of this, and importers state they are unable to procure any shipments from the South whatever. Owing to the cold weather in the South the yield is said to be considerably smaller than it was first expected, although it is believed that with several weeks favorable weather that this difference may be made up. Quotations in the South are gradually becoming lower and it may be that the near future will show lower prices locally on this commodity. However, very little turpentine is to be had on the local market and the present quotations remain firm.

Turpentine—	Per imp. gal.
1 barrel lots	....
2 to 4 barrel lots	....
5 gal. lots	4 00 4 25

PITTSBURGH MARKET

Continued from page 60

buyers not receiving deliveries, will the buyers become eager to make fresh purchases by the resumption of heavy deliveries?

It is a reasonable inference that buyers of pig iron and steel products are influnced by the unsettlement in Wall Street and by the general talk that commodity prices in general are coming down. Probably in many quarters too much is expected in the matter of price declines, but it does look as though some movement has begun. As to steel products, a disappearance of the premiums over the Steel Corporation or Industrial Board prices does not seem too much to expect, in the course of a few months. It is quite improbable that the market would go beyond that. Whatever readjustment is needed in the economic situation there does not seem to be any basis for predicting that the adjustment will require a long time.

As to pig iron, it must be remembered that it is too high relatively to finished steel products. The prices are not in line with each other, hence pig iron may easily come down more than finished steel, but there is hardly likely to be any slump. While pig iron in all markets is now well above $40, furnace, except in the case of Birmingham, it must be remembered that no very great tonnages were sold at about $35, and a decline to that level would not make a great deal of difference.

Selling Quality to the Farmer

Good paint is even more economical for the farmer than for the city man. There are so many more surfaces about the farm that need protection—surfaces exposed to weather and wear, but the opportunities for saving are correspondingly greater.

And there are Greater Profit Making Possibilities Too

The farmer wants quality paint. He has come to realize that buying paint is really buying protection for the longest possible time. Low gallon price doesn't have its old time appeal.

Give the farmer what he wants — Glidden quality. Let us tell you more about the completeness of the Glidden Line — How it covers every need of the farm and meets each need perfectly. Write for interesting literature to-day.

"Save the surface and you save all"—*Paint & Varnish*

THE GLIDDEN COMPANY, Limited

Toronto, Ontario

BRANCHES: Montreal and Winnipeg

GLIDDEN

EVERYWHERE ON EVERYTHING

If interested, tear out this page and keep with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Advance 25% on American list.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz....	17 25	19 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2....$	.25	Group 3....$	.50
Group 4....	.75	Group 5....	1.00
Group 6....	1.25	Group 7....	1.75
Group 8....	2.25	Group 9....	2.75
Group 10...	3.25		

Bench—No. 1, doz...........$17 50
No. 2, doz........... 20 00
No. 3, doz........... 22 50
No. 4, doz........... 24 50
No. 5, doz........... 27 00
No. 6, doz........... 30 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a l .

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$3.00.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16.....$	6.00	13/16.....$	12.00
4/16.....	5.00	10/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅝ Rim	¾ Rim
0—16 x 22	$8 90	$11 00
1—18 x 24	10 78	12 92
2—18 x 28	12 10	15 12
3—20 x 30	13 86	18 15

BOARDS, IRONING Dozen

No. 1, Daisy $38 00
No. 10, Daisy 43 00
No. 33 .... 20 00
No. 35 .... 34 00
No. 36 .... 39 00
Perfection 48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc. Doz.

Baby Globe $2 50
Beaver (brass) 9 00
Canada Glass 9 00
Competition Globe (metal).. ....
Diamond King (glass)...... 8 00
Enamel Queen 9 00
Glass Globe 8 00
Improved Globe 6 00
Jubilee 6 65
Neptune 6 00
Newmarket King 6 65
Original Globe 6 75
Pony 2 75
Royal Globe 6 00
Solid Back Globe 6 75
Standard Globe 6 00
Surprise ....
Supreme Zinc ....
Western King (enamel) 9 00
F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard 15 00
30-gal., extra heavy $18 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia- and smaller, 6 in. and shorter, 10%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 15%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, net.
Machine Bolts, 7-16 in. dia. and larger, net.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Square Head Blank Bolts, net.
Bolt Ends, net.
Plow Bolts, 5%; all others plus 20%.
Elevator Bolts, large head, net. corrugated head, 30%.
Fancy Head Bolts, net.
Shaft Bolts ($3 list), net.
Step Bolts, large head ($3 list), net.
Whiffletree Bolts, net.
Nuts, square, blank, add to list, $2.00.
Nuts, square, tapped, add to list $2.25.
Nuts, hexagon, blank, add to list
13/16..... 8.25 28/16..... 24.00
$2.25.
Nuts, hexagon, tapped, add to list, $2.50.
Stove Bolts, 47½%. Tire Bolts, 35%.
Terms 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb..11c-12c
F.O.B. Montreal, London, Toronto.

BRASS Base

Sheets, 24 gauge and heavier, base $0 39
Rods, base ½ to 1 in., round 0 36
Tubing, seamless, base. 0 45
F.O.B. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings $13 50
No. 5, standard 8 90
Little Beauty 10 75
Royal Blue 16 10
Less regular jobbers' discount.

BUTTS Wrought Steel:—

No. 840 ....add 20%
No. 800 ....add 25%
No. 838 ....add 7½%
No. 808 ....add 10%
No. 804 ....add 5%
Nos. 802, 842, 844........add 25%
Uo. 810 ....add 55%
No. 814 ....add 60%
F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

CHAIRS Dozen

Step ladder $36 00
Step ladder stools 20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER Gross

Satinette $24 00
Nu-Way 21 00

CLIPPERS. HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben $4 00
F.O.B. Montreal, Toronto, Hamilton.
Good Morning, each........ 1 60
Lookout 2 00
Sleepmeter 2 15

CLOTHES BARS AND DRIERS Per Doz.

Leather Clothes Dryers ....$.....
Clothes Bars, No. 1.......... 14 40
No. 2 .... 19 00
No. 3 .... 14 40
No. 4 .... 13 00
No. 5 .... 15 00
No. 6 .... 17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No. 1,000 ft.
18—100 ft. lengths $7 15
18— 50 ft. lengths 7 80
19—100 ft. lengths 6 25
19— 50 ft. lengths 7 00
F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $0 93

CLOTHES LINE REELS Doz. net

No. 3 .... $18 00
No. 3½ 19 65
No. 4 .... 25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 25%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY— Doz.

No. 111 .... $1 85
No. 121 .... 1 96
No. 127 .... 2 80

CATTLE

98 ....$2 15
100 .... 3 00
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 41	0 41
Plain Tinned, 16 oz. and heavier, lb.....	0 45	....
Polished and Tinned, 16 oz. and heavier, lb.	0 50	....
Tubing, lb.	0 46	0 47

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb. $1 10
No. 7, lb. 1 09
Nos. 8, 9, 10, 12.......... 1 08
F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:
2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....
Prices withdrawn

DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

⅛.........$	0.45	10/32......$	1.20
5/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.90	27/32......	2.00
13/32......	.95	⅞.........	2.10

WHITTALL CANS

for

Meats Vegetables Milk Syrup Fish Paint Etc.

PACKERS' CANS

Open-Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

MONTREAL

Established 1888

Sales Office:
202 Royal Bank Bldg.
TORONTO
G. A. Willis, Sales Mgr.
Phone Adel. 3316.

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna

New Interest Aroused

THIS opportunity of big bicycle business will be knocking at your door all summer. There are a great number of people who have become interested in C.C.M. Bicycles through our present advertising campaign, which has aroused them to the joys of cycling on an easy-running bicycle.

This is the opportunity for the live merchant to find these prospects, bring them to his store and sell them one of these famous makes.

90% Made-in-Canada—
100% Value

C·C·M· Bicycles

RED BIRD—MASSEY—PERFECT
CLEVELAND—COLUMBIA
GENDRON—IVANHOE

Canada Cycle & Motor Co., Ltd.

Montreal, Toronto Weston, Ont., Winnipeg, Vancouver

If interested, tear out this page and keep with letters to be answered.

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills 42½%
Blacksmiths', ½-in. shank.. 27½%
Straight Shank 27½%
Straight Shank, wire...... 27½%
Taper Shank 27½%

DUSTERS, HAND

O-Cedar $9 00
Discount 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer........ 50
Nov. 1, 1899. %
Kearney Foot, Arcade.... 50
J. Barton Smith, Eagle..... 50
P. H. and Imperial 50
Disston Brand 40
Globe 50
Nicholson 27½
Black Diamond 27½
Delta Files 20
Firth Files 50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under. 30%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 70	0 80
B	0 28	0 39
C	0 18	0 28

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4- in. and under	60%	..
4½-in. and larger	50%	....

4- in. and under, running thread, 80%

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick..$3 50
Under 40 lbs. 4 25
Ri-Treadle, each 7 00
Cycle BB 9 40

GRIND STONE FIXTURES

Doz.
No. 22 .... $ 9.00
No. 33 .... 10 70
No. 2½ 11 15
No. 3 .... 11 70

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in. 13 80
Black, rope tie, 1 in. 14 00
Black, rope tie, 1¼ in. 16 80
No tie, 1 in. 21 60
No tie, 1¼ in. 24 60

HALTERS, ROPE Doz.

Sisal, 7-16 in. $24 75
Do., 9-16 in. 37 50
Jute, 7-16 in. 24 75
Do., 9-16 in. 37 50

HAMMERS, SLEDGE

Can. 5 lbs. and over, cwt..$19 25
Under 5 lbs. 24 00
Masons, 5 lbs. and over, per cwt. 22 00
Masons, 5 lbs. and under... 27 00
Napping, up to 2 lbs. ....

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

List
Atlas, No. 0 .... $13 35
Atlas, No. 1 .... 13 80
Atlas, No. 2 .... 15 85
Stearns, 4 in. 9 80
Stearns, 5 in. 13 25
Perfect, No. 1 .... 10 50
Canada 13 25
Hatch 13 25
National 15 00
America 18 00
Great West 30 00
Storm King Hangers....... 19 50
ers, doz. 14 00
Steel track, 1¼ in. ....

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Glower Heater 9 00
Heatray Heater 11 00
Discount 25%.
Majestic, 1 Burner $10 00
Majestic, 2 Burner 15 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES. Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN Toronto

Corrugated, ½ in., 100 ft....$23 00
Corrugated, ⅝ in., 100 ft.... 26 00
Corrugated, ¾ in. 29 00
Less 5% for full reels. 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set $2 20
Mrs. Potts, No. 50, nickel-plated, set 2 30
Mrs. Potts, handles, japanned, doz. 2 05
Sad irons, common, plain, 3, 4 and 5 lbs.......... 9 20
Sad irons, plain, 6 lbs. up.. 7 00
Sad irons, common, plated. 5 50

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point $16 50
Lightning 15 00
Heath's 15 00

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30
Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 33	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 38
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain $12 50
Do., Japd. 13 25
Long Globe, plain 12 50
Do., Japd. 13 25
Dash, plain 15 50
Do., Japd. 16 25
Do., Search (r'nd reflec.) 17 00
Little Bobs 2 10-4 20

F.o.b. Toronto, Hamilton, London. Montreal.

LANTERN GLOBES Dozen

Cold blast, short 1 20
Cold blast 1 00 1 10
3 doz. cases, $1.10 doz.; 6 doz. cases, $1.10 doz.
Cold blast, genuine ruby....$4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz

Steel Thumb, No. 2 .... $2 25
Steel Thumb, No. 3 .... 3 00
Steel Thumb, No. 4.......... 4 75
Barn Door, No. 5 .... 2 75
Barn Door, No. 9 .... 5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

List each
Canadian $12 50
Dowswell 12 50
Noiseless 16 25
Hamilton 13 50
Peerless 13 00
Snowball 18 75
Momentum 20 25
New Century, style A...... 18 00
New Century, style B...... 20 00
New Century Electric...... 155 00
Playtime, engine drive 26 00
Ideal Power 27 00
Seafom, electric, style A .. 120 00
Seafoam, engine drive 55 00
Sunshine 10
Popular, No. 2 .... 12 50
Economic ....
Popular, No. 1 .... 13 00
Champion 20 25
Blue Bell, without stand...... 18 00
Red Star 21 50
Time Saver, electric........ 114 00

List, each
Puritan Water Motor Washer, complete 30 00
Hydro, 1 Tub, engine drive 87 00
Do., do., electric 118 50
Rotary water motor washer 29 00
Connor ball-bearing, with rack 21 00
Perfection, engine drive 65 00
Perfection, electric 124 00
Beaver 26 00
Beaver, power 27 00
Connor Vacuum 26 00
Patriot 23 00
Jubilee 11 25
Canada First 23 00
Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.......$2.40
Carpenters', No. 3 .... 5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz. $14 25
Pick, doz. 14 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 75
No. 8, dozen 49 75

MOPS Doz. Net

Liquid Veneer $14 00
O-Cedar, less handle 12 60
Do., with handle 14 70
S. W. Mops, complete....... 6 00
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 .... 2 85 3 35
Crank wringing 8 25- 9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac 35%
Woodyatt 25%
Empress 25%
Mayflower 25%
Star, Ontario, Daisy 25%
Each, Net
Brockville K ....Plus 10%
Brockville C .... Net
Brockville BB .... Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $6.10 base; Toronto, $6.10.

F.o.b. Montreal, $5.85 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie Port Arthur Fort William, ... base, f.o.b. factory; no freight allowance

Moulding, Flooring, Slating, Box Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 50% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.35; London, $7.50 base; Toronto, $6.85.

Roofing Nails — American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.

London—Kegs, $10.75; 25-lb. box. F.o.b. Montreal, Toronto, Hamilton. $11.75.

—From a hardwareman's own experience

"To show my customers what a fine paint I was selling I had the front of my store painted—did the finest job that any painter could do; yet look at it, in a few months there is hardly a vestige of paint left—that's why I changed my line of paint."

This is the result of not using a good quality linseed oil. The basis or lasting quality of any paint is governed largely by the quality of the linseed oil used. You will find where Livingston Brand Linseed Oil is used that paint has lasting qualities far beyond the average.

For goodness sake insist on Livingston Brand.

The Dominion Linseed Oil Company, Limited

BADEN MONTREAL TORONTO WINNIPEG

Livingston Brand

LINSEED OIL

—the kind your grandfather used.

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 50
No. 6	6 25
No. 7	6 00
No. 8	5 75
Nos. 9 to 12	5 50

Discount. 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 16-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices, per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1-in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Best (American)	$23 70
Clipper (spun)	23 70
Clipper (unspun)	22 00
U.S. Navy (spun)	.....
U.S. Navy (unspun)	.....
Plumbers' (spun)	11 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 26½
Palacine, gal.	0 29½
Gasoline, net, gal.	0 37
	Gallon
Black oil (summer)	0 20½
Black oil (winer)	0 21
Imperial Kerosene tractor	1 25
Capital, cylinder	0 82½
Machine oil, regular grades	0 47½
Standard gas engine oil	0 52
Paraffine	0 31

List, less 15% on above.

Polarine Oil, list	1 25
Polarine Oil, heavy, list	1 25
Polarine A, list	1 25
Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 85
Gargoyle Mobiloil BB	1 80
Gargoyle Mobiloil A	1 60

List, less 25% on above.

Fuel oil, bbls. net	0 18
Fuel oil tank cars, net	0 16

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER

	Per 400-ft. roll	
	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 40	
Dry Fibre, No. 2, Anchor	0 95	
Tarred Fibre, Anchor, No. 1	1 50	
Tarred Fibre, Anchor, No. 2	1 12	
Rosin Sized Sheeting, blue	1 10	
Surprise Fibre	0 97	
"Stag" Sheathing	0 97	
Tarred felt, per cwt.— 7, 10 and 16-oz.	5 55	
Cyclone (dry)	1 40	
Cyclone (tarred)	1 50	
Joliette (sheathing)	0 95	
Joliette (tarred)	1 12	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.	8 00	
Straw, sheathing, heavy, dry, cwt.	5 50	
Do., tarred, per cwt.	5 45	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs. 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	11 80
6 to 7 lbs., doz.	12 50	12 80
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	2 00
4 gross (cartons). 4-in.	2 00
Spring, 2 grs. box	1 75

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 44—April 8, 1920

Standard Buttweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 13	7 26	5 43	7 56
⅜ in..	5 13	7 26	5 43	7 56
½ in..	6 84	8 42	7 27	8 84
¾ in..	8 45	10 58	9 03	11 16
1 in..	12 50	15 64	13 35	16 49
1¼ in..	16 91	21 16	18 06	22 31
1½ in..	20 21	25 30	21 59	26 68
2 in..	27 20	34 04	29 05	35 89
2½ in..	43 00	53 82	.....	.....
3 in..	56 23	70 38	.....	.....
3½ in..	71 30	88 32	.....	.....
4 in..	84 48	104 64	.....	.....

Standard Lapweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$30 90	$37 74	$34 60	$41 44
2½ in..	45 34	56 16	51 19	62 01
3 in..	59 29	73 44	66 94	81 09
3½ in..	73 14	90 16	82 34	99 36
4 in..	86 66	106 82	97 56	117 72
4½ in..	0 98	1 23	1 24	1 49
5 in..	1 15	1 44	1 44	1 73
6 in..	1 49	1 86	1 87	2 25
7 in..	1 94	2 43	2 42	2 90
8L in..	2 04	2 55	2 54	3 05
8 in..	2 35	2 94	2 92	3 51
9 in..	2 81	3 52	3 50	4 21
10L in..	2 61	3 26	3 25	3 90
10 in..	3 36	4 20	4 18	5 03

Terms, 2% 30 days, approved credit.

Freight equalized on Chatham. Guelph, Hamilton, London, Montreal, Toronto. Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 5% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	**15%**
Medium and extra heavy pipe, **2, 3, 5 and 6**	**10%**
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	**5%**

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$10.00-$10 50
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal,	Toronto
Ordinary, 52 sheets	$9 25	....
Do., 60 sheets	9 35	....

PLATES, COKE, TIN

	Tor.	Mont.
	Per box	
IC, 20x28 112 sheets	....	27 00
IX, 20x28 112 sheets	....	30 00
IXX, 20x28 112 sheets	....	33 00
IXXX, 20x28 56 sheets	....	18 00

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40
No.		Each
70		$6 75
80		6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square
	Toronto
Samson, 1-ply, roll	$2 80
Samson, 2-ply, roll	3 25
Samson, 3-ply, roll	3 80

	Mont.	Toronto
Everlastic, 1 ply	$2 25	$2 25
Everlastic, 2 ply	2 65	2 65
Everlastic, 3 ply	3 05	3 05
Panamoid, 1 ply	2 15	2 10
Panamoid, 2 ply	2 50	2 45
Panamoid, 3 ply	2 90	2 80
Red Star, 2 ply	2 05	2 10
Red Star, 3 ply	2 45	2 50
Liquid roofing coating, per gal., in barrels		0 60
5 and 10 gal. lots, per gal.		0 75
1 gal. cans, gallon, doz.		10 20
Coal Tar (refined), bbl.		8 50
Coal Tar (crude)		7 25

F.o.b. Toronto and Montreal

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	22½

Above quotations are basis prices ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in. ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., **2½c extra.**

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 94
Do., ¼ in. and up	0 92½

F.o.b. Toronto, Montreal, London, Brantford, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85
	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 7 25	$ 25
10 lb.	9 75	25
240 lb.	16 50	75
600 lb.	37 00	1 00
1200 lb.	46 00	1 50
2000 lb.	65 00	2 00
2000 lb. Drop lever	74 00	2 00

Champion, discount 10%; standard scales, discount 10% off standard list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	55 %
Wood, R.H., brass	**52½%**
Wood, O.H., brass	**52½%**
Wood, F.H., bronze	**50 %**
Wood, R.H., bronze	**47½%**
Wood, O.H., bronze	**47½%**
Square cap	**20**
Hexagon cap	**90**

FISHING TACKLE!

Incomparable Brand

REGISTERED
TRADE MARK.

Buyers are respectfully requested to place their orders for early delivery 1921, NOW
Our Mr. Thos. Tully will visit Canada earlier this year, beginning his trip in July, and he hopes to receive a continuance of the kindness and courtesy hitherto extended to him by our many friends in the Dominion.

Ludgate, Ryder, Thomas & Co.
Clive Road
Redditch - England
Representative—Canada and U.S.—Thos. Tully, Riverside, Illinois.

Unusual Selling Points

Carbalox is a product of the electric furnace so fast and cool cutting as to be particularly adapted to the rapid cutting and polishing of metals.

Being available in handy rolls, it reduces cost of production because the workman, keeping a roll at hand, uses as desired without waste or loss of time in cutting.

Canadian Sales Representatives:
A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

Beatty Bros. Limited Bulletin

Machine Cut Gears Mean Easy Running

F. W. HAM.
Mr. F. W. Ham is one of the four District Sales Managers handling the Province of Ontario. Many of our friends will remember the days when he was "on the road" before coming into the office. He also had an extensive experience superintending the manufacture of BT Goods, and has, therefore, a splendid all-round knowledge of BT Goods and the needs of BT Customers.

There are no clumsy cast gears in the BT Time Saver Washer and Wringer. This is one of those points which your customers don't see—but they appreciate the results!

All gears on the Time Saver are cut with utmost accuracy by machine. They fit to a hair's breadth.

This is one big reason for the quiet, easy running of the "Time Saver." No power is wasted through badly fitting gears. There is neither noise nor rattle. The machine lasts longer and works more satisfactorily.

All these points mean more satisfaction for your customer and less "service" expense for you.

BEATTY BROS., LIMITED

Winnipeg Fergus, Ont. Montreal Edmonton
London, Ont. St. John, N.B. Vancouver London, Eng.

If interested tear out this page and place with letters to be answered

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES Doz.
Cast Steel $17 25
Golden Clipper 18 20
Little Giant 19 25
Bush 17 75

SNATHS Doz.
00 Patent $15 50
1 loop 14 90
2 loops 14 30
3 loops 13 10
Bush 16 10

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$12 00	$11 50
26 gauge	11 75	11 25
24 gauge	11 15	10 65
22 gauge	10 80	9 80
20 gauge	....	9 35
18 and 20 ga..	10 10	....

F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report

SPOUTS, SAP
Eureka ,per M $16 85

STANDS, WASHTUB—
Reversible Drip, each $2.25

STAPLES (Fence—Galvanized)
Bright 6 10
Kegs 7 10

STOVES
Oil Burning Cooking — List each
Perfection No. 32, 2-burner..$25 50
Perfection, No. 33, 3-burner.. 31 00
Perfection No. 34, 4-burner.. 40 00
No. 22G oven for above stoves 9 00
Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net......... 5 00
Detroit Glass Front Oven, No. 85, each, net ....
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters — List
No. 525, each $9 50
No. 530, each 10 50
No. 630, each 13 50
Discount 30% off list.

STRETCHERS, CURTAIN—
Star, No. 1, doz........... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b. b.................$ 62 00
Club, jap., cyco bearing..... 120 00
Champion, jap. fittings...... 47 00
Grand, jap., cyco b.b........ 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b..... 60 00
Standard, jap. fittings....... 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 56 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario...........$10 00

TACKS Discount
Wire Tacks 70%
Revised Hardware Tack List adopted Jan. 30, 1920...... 70%
Double-pointed tacks 65-10%
Shoe findings list adopted Dec. 15, 1919.............Net list
List of Capped Goods adopted Jan. 1, 1916.........70%
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 44
Upright, with rack 6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list. Samson, ... discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft....... ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in...... $6 90 15 in......$12 50
10 in...... 7 70 18 in...... 16 00
12 in...... 9 10 add 5% to list.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... 3 50
Jump, No. 1 .... 3 70

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	35	35	35
Draining Tools ...	35	35	..
Hollow Back Scoops	35	..	35
Sand Shovels	35	..	35
Hollow Back Shovels	35	..	35
Hollow Back Coal Shovels	35	..	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	..	..

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades....	$29.00	$28.00	$25.00
Draining Tools, No. 2, black........	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen, F.O.B. factory only.

Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE BINDERS Per ft.
500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. 1 00
Cones, 3-ply, lb. 0 96
Do., 4-ply, lb. ....

VALVES AND COCKS
Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 34%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2................ 23%
Bath cocks—Compression 30%
Flatway stop and waste cocks, Standard 32%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, standard..Net list
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard 5-9%
Gate or Straightway...........Net
Jenkins Gate Valve............10%
Standard Gate ....list plus 5%
Jenkins Globe ....list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 65	0 90
1½	0 80	1 20
2	1 10	1 75

Penberthy Brass Valves
Compodisk Valves ....net list
Gate Valves ....5 and 2½%
Regrinding Valves ....add 5%
Swing Check Valves......add 7½%

WARES, ETC.
Britannic, advance 50%.
Scotch Grey Ware, 45 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, list, plus 10%
Canada Ware, list, plus 10%.
Crescent, 45% and 5%.
Diamond, plus 10%.
White Ware, 40%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%.
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, plus 25%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%
Tinners' Trimmings, general, list. plus 20%.
Factory Milk Cans, list plus 60%.
Milk Can Trimmings, list, plus 60%
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 33 1-3%
Pieced Ware, ordinary, list, plus 50%.
Pieced Tinware, C.B., list, plus 70%.
Fry pans, Acme, 20%.
Fry pans, Quick Meal, plus 15%.
Spiders, steel, plus 15%.
Fire Shovels, japanned, list, plus 33 1-3%.
Steel Sinks, galv'zed, list plus 25%.
Steel Sinks, painted, list plus 25%.
Light Galv. Pails and Tubs, list plus 40%.
Heavy Galv. Pails and Tubs, list plus 30%.
Hollow ware, add 25%.
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus, 50%.
Galv. Coal Hods, list, plus 65%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 50%.
Copper Tea and Coffee Pots, list plus 50%.
Stove and other Pipe, list, plus 60%
Stove Pipe Thimbles, 40%
Stove Pipe Elbows, black and galv., list, plus 33 1-3%.
F.O.B. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 30% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs..	$5 00	$5 60	$6 25
Section, ½ lb., per 100 lbs..	5 00	6 20	6 25
Solid, 3 to 30 lbs., per cwt.	3 40	4 90	5 25

WHEELBARROWS
Navvy, steel wheel, doz.....$81 00
Garden Steel, doz. 72 00
Light Garden, doz. 88 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 [illegible]
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Bright base 6 00
Annealed base 6 15
Galvanized price on application.
Coil spring on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire
No. 18 ....$9 00
No. 19 .... 9 50
Fine wire, list plus 30%.
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 35%.
Canadian discount, 45%.

WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 165 50
Favorite, No. 511E........ 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 92 80
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 154 00
Challenge, No. 311E 100 30
Warranty 120 80
Bicycle 109 30
Safety 108 50
Eze 99 80
Rapid 90 80
Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

TINKER TOM'S TALKS.

TALK No. 261.

Let's Be Thankful

that we live in Canada, where conditions are so much better than anywhere else that it's a

"Little Bit of Heaven"

Longer Hours
Harder Work

Less Wasted Time and Money

is what is needed. If Canada can keep on sanely while the rest of the world goes crazy, we certainly will shine when the day of reckoning comes—as it surely will.

TINKER TOM.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON. CANADA.

Look for Talk No. 262.

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Montreal, Toronto, London.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	05-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	05-09½
Do., pure	16-18
Imp. green, 100-lb. kegs..	15½-19
Chrome green, pure......	31-35
Chrome yellow	25-41
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg....	15-20
Do., No. 1, 100-lb. keg	..-07
Lamp black	31-32
Venetian red, best bright..	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	..-30
Golden ocre, 100-lb. kegs	..-09
White ocre, 100-lb. kegs..	..-06
Do., barrels	..-05
Yellow ochre, barrels.....	04-05½
French ochre, barrels	..-10½
Spruce ochre, 100-lb. kegs.	05-08
Can. red oxide, bbls.......	02¾-04½
Super magnetic red ...	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure......	0 55
Golden ochre, pure	0 34
French spruce ochre, pure..	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure....	0 41
Lampblack	0 41
Marine black, 25-lb. irons..	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 00
Duralite	7 50
B-H "White" Enamel	8 00
C.P, Co. Albagloss	6 30
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	6 90
Hillcrest	7 00

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	..-50
Cake bone, 112-lb. bags....	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35

Brantford—	per case
No. 7, 50 pcks, 1 lb......	$25 00
No. 8, 100 pcks., ½ lb....	28 00
No. 9, 200 pcks., ¼ lb.....	35 00
Discount.	

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	78 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.
Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS
Zinc coated, ½ and ¼ lb. packages, 22c lb.
F.o.b. Montreal. Toronto.

LEAD, WHITE (Ground in oil). Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure ...	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure...	20 00	20 35
Red Seal	20 00	20 35
O.P.W. English	20 00	20 60
Elephant Genuine ..	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $22; Toronto, $23.40.

LEAD (RED DRY)		Per 100 lbs.
Genuine, 560-lb. casks	....	$14 50
Genuine, 100-lb. casks	....	15 50
Less quantity	....	17 00
Genuine Eng. casks..	....	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)...	....	.....
25s	0 34½	....
10s	0 35	....
5s	0 36	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE
Tons or over (cwt.)......$14 00
Smaller lots (cwt.)........ 15 00

LIUIQD, BRONZING
Bronzing liquid, No. 1..$1.55-$2.15
Banana oil, gal........ 4.50- 7.00
F.o.b. Montreal, Toronto

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white.........	5 55
C.P. Co., pure, colors.......	5 30
B.-H. English, colors.........	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors.......	5 05
Crown Diamond, floor........	4 50
Crown Diamond, Porch.....	5 10
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white..	5 50
Moore's House Colors, colors..	5 30
Moore's Preservo Paint, white.	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor....	5 05
O.P.W. Canada Brand, white.	5 30
O.P.W. Canada Brand, colors.	5 00
O.P.W. Canada Brand, floor..	4 50
OP.W. Flat Wall, white......	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white..	5 55
Martin-Senour, 100%, colors..	5 30
Martin-Senour, Porch Paint..	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint..	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white......	5 55
Lowe Bros., H.S., color......	5 30
Lowe Bros., hard drying floor.	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white......	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Bbl. lots, per gal.....	0 75	0 75
½ bbls., gal.	0 80	0 80
5s and 10s gal......	0 90	0 90
1s (per case of 1 doz.)	10 45	10 50
Everjet Black Enamel—		
Crates 2 doz., 8 oz...	2 35	2 35
Crates 12 doz., 8 oz..	2 10	2 10
1-gal. cans, gal.....	1 50	1 75
5-10 gal. cans, gal..	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 55	0 55
Half barrels	0 60	0 60
5s and 10s,, gal.....	0 70	0 70
1s (case 12 gals.), cs.	8 25	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN (100-lb. lots.)	Per lb.
In barrels, about 600 lbs....	0 52
In kegs, about 250 lbs.....	0 52½
In 50 lb. and 100 lb. drums	0 53
In 25 lb. drums	0 54
In 1-lb. packets	0 56
In ½ lb. packets	0 58
1 lb. tins	0 58
½ lb. tins	0 60

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN
Barrels, 100 lbs. $12 00
Less, per lb. 0 14

SHELLAC	Pure white	Pure orange
Per bbl.	$9 75	$9 00
Gal. jugs...	10 05-10 15	9 30-9 40

F.O.B. Toronto, London, Montreal.
NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

TAR	Mont.	Toronto
Coal Tar, refined....	8 25	8 50
Coal Har, crude	7 00	7 25

PAINT AND VARNISH REMOVER	
Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 00
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 00
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES Per gal. cans

Stove pipe, ½ pts.—	Per doz
B.H.	$1 50
O.P.W.	1 60
Anchor	1 40

No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.

B.-H. Floor	4 80
B.-H. Maritime Spar	6 08
B.-H. Hard Oil	3 24
B.H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar......	4 50
C.P.C. Sun Waterproof Floor.	4 40
I.V. Elastica, No. 1...........	5 32
I.C. Elastica, No. 2...........	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing ..	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 45
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil ...	3 12½
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior.....	5 00
"C.D. Big 4" Interior.......	4 50
"C.D. Big 4" Floor	4 40
Dougall Univarnish, clear.....	5 40
Dougall Transparent, spar....	6 00
Dougall Transparent, floor....	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS	
Opalite, 300 lb. bbls.......	0 13½
Opalite, 100 lb. kegs......	0 14½
1 gal. packages, per pkg...	0 75
½ gal. package, per pkg...	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20

WASTE
Cream, Polishing $0 28

WHITE

XXX ...	0 22½	XXX ...	0 24
XX	0 20½	XX, grad	0 22½
X	0 18½	XLCR ..	0 21
XC	0 17½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 5 ..	0 16¾	Fancy ..	0 19
No. 1 ..	0 16½	Lion ...	0 17
No. 7 ..	0 15	Standard	0 15
No. 1A .	0 13¾	Popular	0 13
No. 1B..	0 11¾	Keen ...	0 11

Above lines subject to trade discount for quality.

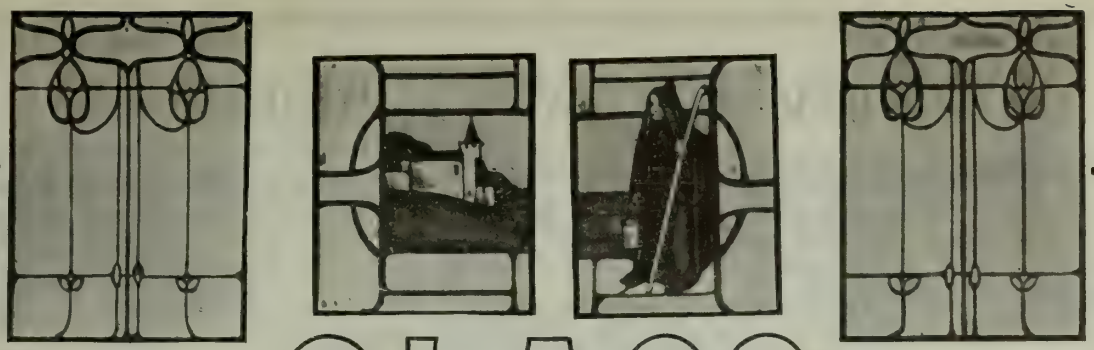
WAX	Per lb
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 70
Jamieson's liquid wax, gal.....	3 50
Gold Medal	0 42
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING
Plain, in bbls. $2 75
Gilders, bolted, in bbls.......$3 00
Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	4 00

F.o.b. Montreal, Toronto London.



GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

6-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS — WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE MIRRORS, WIRED, LEADED AND WINDOW GLASS

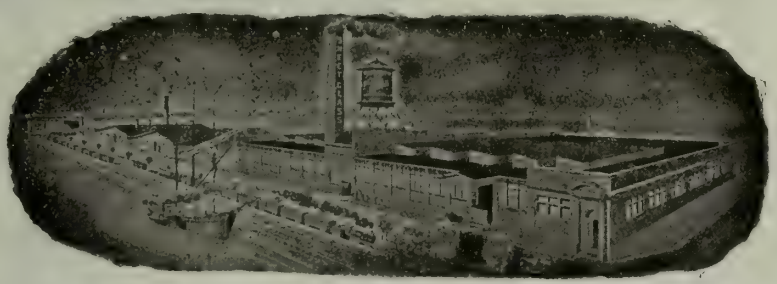
CATALOGUES AND PRICE LISTS FREE ON APPLICATION — WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

S

BRAND WINDOW GLASS



GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., LIMITED

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

DON ROADWAY TOKONTO

CARTER'S

Your Paint Customers Need Carter's Genuine Red Lead

Pure, uniform and economical Carter's Genuine Red Lead is the best protection for metal work of every description.

When mixed with pure linseed oil it possesses every quality of a perfect Red Lead—free flowing, uniform in film and with unusual covering capacity.

We also make Carter's Genuine Orange Lead, Dry White Lead and Litharge. It will pay you to keep an ample stock on hand.

The Carter White Lead Company of Canada, Ltd., 91 Delorimier Ave., Montreal

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	64 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
35/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester Ammunition, 37½% off Dominion List.

Dominion Ammunition—Discount 45% off Dominion List.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16......	$6 00	18/16.....	$12 00
4........	5 00	19........	14 01
5........	6 00	20........	14 00
6........	5 00	21........	16 00
7........	5 00	22........	16 00
8........	5 00	28........	18 00
9........	6 00	24........	18 00
10........	6 00	35........	21 00
11........	7 00	26........	21 00
12	7 00	27........	24 00
13........	8 25	28........	24 00
14........	8 25	29........	27 00
15........	9 50	30........	27 00
16........	9 50	31........	30 00
17........	12 00	32........	30 00

Discounts from standard list prices

Irwin ....25% on list

Gilmour ....10% on list

AXES

Single Bit	$16 25	$18 00
Double Bit	.....	23 50
Broad Axes	.....	55 00

AXES, BENCH

No. 2	$20 00
No. 3	22 50
No. 4	24 50
No. 5	27 00
No. 6	30 00

BAR IRON

Bar Iron—Round and square, ¾-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double' 'list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, net list; over 6 inch, 10% adv.; 7-16 inch and larger, 10% adv.; machine ⅜ and under, up to 4 inch, 5%; over 4 inch, 10% adv.; 7-16 and over, 10% adv., machine set screws, 25%; plough bolts, 5% adv.; stove bolts, 45%; shaft bolts, 12½% on; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CHAIN

Coil, 3-16 in., $19.00; ¼in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25%.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHURNS

Barrel, No. 0, $10.50; No. 1, $10.50; No. 2, $11.50; No. 3, $12.50; No. 4, $14.50 each.

CLEVISES, MALL. 18½c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 36
Baby Ben	3 35
America	1 95
Lookout	1 00
Sleepmeter	2 75

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ....$1.08 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8.00; 12 in., $9.40; 15 in., $12.90.

Conductor pipe, 2 in., per 100 ft., $8.40; 3 in., $10.15; 4 in., $13.40; 5 in., $18.20.

ENAMELWARE

See Wares

FILES

Globe ... .Discount 50%

Nicholson Gen........Discount 20%

FITTINGS—Malleable

Class A	50-10%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.....	10%
Nipples 4" and under.....	70%

FRY PANS

	Each
Cast iron, No. 8..........	$1 05
No. 9..........	1 15

GALVANIZED WARE

See Wares

GLASS, WINDOW

	Single	Double
Up to 25-in..........	$18 60	$24 75
26 to 40-in..........	20 30	24 75
41 to 50 in..........	21 85	25 00
51 to 60-in..........	22 85	28 75
61 to 70-in..........	24 55	30 45

GLASS (Plate)

Net list

GLOBES—LANTERN

	Doz
Short Pattern	$1 20
Cold Blast, regular	1 20

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs............	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

HINGES, SPRING

	Doz.
No. 200, jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng..........	$12 75
28 Am. or 26 Eng.	12 35
26 Am. or 26 Eng.	12 05
24	11 90
22	11 90
18 and 20	11 75
16	11 60

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

Mrs. Pott's No. 55, set.......$2 00

Mrs. Pott's No. 50, set....... 2 15

Mrs. Pott's common sad iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$15 00
Lightning	$15,00

LANTERNS

Cold Blast

No. 2, plain	$13 00
No. 25, Dash-board	.....
Short Globe, doz............	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 00
Barn Door	
5	3 00
8	3 48
9	4 88

LEAD PIPE. $16.66.

LEAD WASTE, $17.46.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	......
New Century B	......
New Idea	......
Snowball	......

Prices on application.

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

	Doz.
O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 50
Mop Handles	2 10

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	6 85
Star	7 50	[illegible]

NAILS

Wire, f.o.b. Fort William, $6.25 base; Winnipeg, $6.75. Cut, f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in..........	$6 65
30 in..........	8 93
36 in..........	10 50

NUTS

Square, small lots, blank, $5.00; tapped, $5.25 advance on list; Hexagon, small lots, blank, $5.25, tapped, $5.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs...	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.......	6 75

OILS

Wm. Pen motor oil, $1.23; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro oil 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS, PREPARED

(1 gallon can basis)

	per gal
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors..	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 25	1 40
Cyclone	1 40	1 53
Navy	....	....
Triumph	1 50	1 70

PIPE, WROUGHT.

	Buttweld, Steel		Gen. Wrot. Iron	
Per 100 ft.	Blk.	Galv.	Blk.	Galv.
⅛ in..	$ 6 50	$ 8 50	$.....	$
¼ in..	4 92	7 05	5 67	8 01
⅜ in..	4 92	7 05	5 81	8 15
½ in..	6 55	8 12	7 74	9 45
¾ in..	8 05	10 18	9 59	11 84
1 in..	11 90	15 05	14 18	17 55
1¼ in..	16 10	20 36	19 17	23 76
1½ in..	19 25	24 34	22 91	28 40
2 in..	25 90	32 75	30 83	38 25
2½ in..	40 95	51 77	50 00	62 00
3 in..	53 55	67 70	65 39	81 09
3½ in..	68 08	85 10	82 85	101 75
4 in..	80 66	100 83	98 10	120 51
4½ in..	.....	.....	114 30	141 84
5 in..	.....	.....	138 19	165 38
6 in..	.....	.....	172 89	214 58

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.25; 18 x 24, ordinary, $11.25; 20 x 28, ordinary, $11.50.

Paint Preserves Protects Your Property

Good paint, properly applied, is necessary for the well-being of your house. It beautifies and protects. It puts your property "in a class by itself" and it stamps you as a citizen who cares.

Stephens

REGISTERED TRADE MARK

HOUSE PAINT

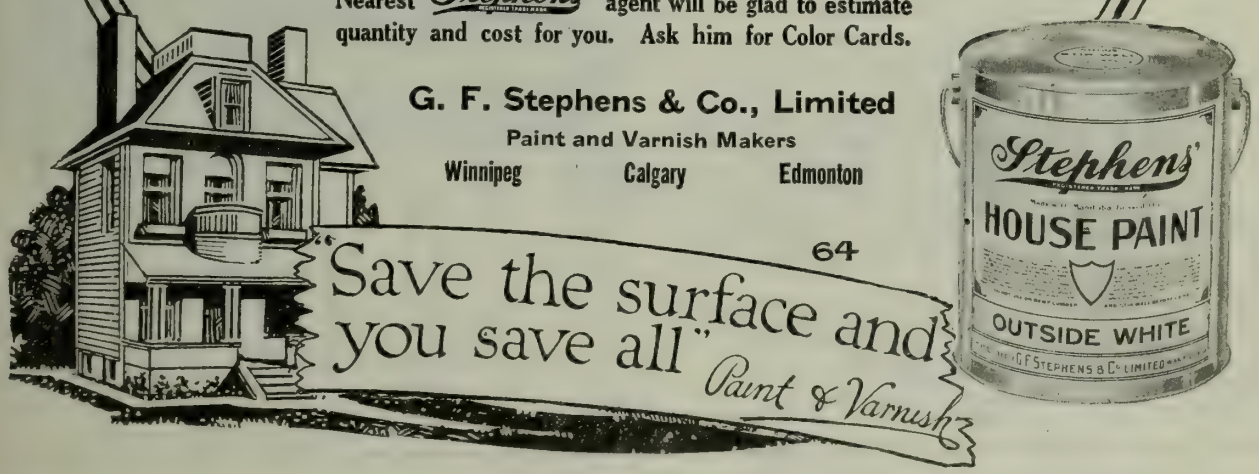
is desirable from every point of view; it covers economically, stops decay, withstands our extreme weather conditions and it is as beautiful as paint can be.

Nearest Stephens' agent will be glad to estimate quantity and cost for you. Ask him for Color Cards.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton



The demand for Stephens Paints is daily increasing through the influence of advertisements such as the one herewith, which are appearing in the leading Farm Journals, including—Winnipeg Grain Growers' Guide; Farmers' Advocate; Nor'-West Farmer; Weekly Free Press; Weekly Telegram; Western Home Monthly; Calgary Farm and Ranch Review; Montreal Family Herald and Weekly Star.

An unusual opportunity is presented to dealers to increase their paint sales and gain the goodwill of their customers, by keeping a full stock of Stephens Paints, and having them well displayed, in their store.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

POLISH

O-Cedar—	Doz.
4-oz.	$ 2 10
12-oz.	4 20
1-quart	10 50
½-gal.	16 80
1-gal.	25 20
Liquid Veneer—	
4 oz.	2 40
12 oz.	4 80
1 quart	10 00
1 gal.	2 34
Bon Ton—	
¼-pints	1 35
½-pints	2 10
Pints	3 25
Quarts	5 10
½-gals.	9 00
Gals.	15 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 35
No. 158, gal. 5" wheel	5 72

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. tins	16¾

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE—

British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in, ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.

Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.

Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.

Lath Yarn, 24¾c.

Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90
B. & A.—		
00, 0	$0 41	$7 10
½	0 43	7 55
1	0 48	8 55
1½	0 52	9 95
2	0 58	11 50
2½	0 75	13 25
3	0 85	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 62½% flat head, 65%; oval head, 62½%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	17 75
Excelsior	.....
Cast	17 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	13 25
Bush	15 00

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 50
14 gauge	9 50
16 gauge	9 60
18-20 gauge	9 80
22-24 gauge	9 85
26 gauge	9 90
28 gauge	10 00

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japenned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 48 to 49c.

SPIKES — BOAT

Pressed, ¼-in., $10.55; 5/16, $9.80; ⅜, $9; ½, $8.75.

STAPLES

Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow. $16.00; angle, $6.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	1 00
Cotton, 4-ply, cones	1 00
Cotton, 4-ply, balls	1 02

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 20-20-10% discount.

Colonial Imperial, Pearl, 12½% discount.

Premier, Canada, Diamond, plus 18%.

Whitewear, 30-7½%.

Japanned Ware, list, plus 37½%.

Japanned Ware, white, list, plus 47½%.

Japanned Sprinklers, list plus 37½%.

Stamped Ware, plain, 30-15% discount.

Stamped Ware, retinned, 20-20% discount.

Pieced Tinware, ordinary, list, plus 64%.

Pieced Tinware, copper bottoms, list plus 83½%.

Sheetiron Ware, list plus 46%.

Light Galvanized Pails, plus 52½%.

Tubs—

Light, plus 52½%.

Heavy, 41½%.

Pails and Tubs, plus 41%.

Jap. Coal Hods, list plus 62%.

Galvanized Coal Hods, list plus 77%

WASHERS—

Size	Case lots	Less
3/16 in.	$20 60	$21 10
¼ in.	18 08	18 58
5/16 in.	16 96	17 46
⅜ in.	15 70	16 20
7/16 in.	14 72	15 22
½ in.	14 16	14 66
9/16 in.	14 02	14 52
⅝ in.	13 88	14 38
¾ in.	13 74	14 24
⅞ in.	13 60	14 10
1 in.	13 60	14 10
1⅛ in.	13 60	14 10
1¼ in.	13 88	14 38
1⅜ in.	13 88	14 38
1 7-16 in.	12 05	12 55
1½ in.	12 05	12 55

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WIRE — BARB

Lyman, 4-point, $6.00 Winnipeg; Glidden Cattle, 2-pt., $5.80 Winnipeg; Baker, 2-pt., $5.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.50; No. 12, $6.65; coil spring, plain, Winnipeg, No. 9, $6.55; No 12, $6.70.

Patented screen in 100-ft. rolls $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop $7.75 Winnipeg, $7.25 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $6.75; No. 10, $6.81; No. 12, $7.35; No. 14, $7.55; No. 15, $7.70; No. 16, $7.85 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES — PIPE

Stillson—	
6 inch	$1 40
8 inch	1 55
10 inch	1 75
14 inch	2 45
18 inch	3 50
24 inch	5 05
36 inch	9 45
Trimo—	
10-inch	$1 81
14-inch	2 50
18-inch	3 63
24-inch	5 25

	—Dozen—	
Always Ready	Black	N. P
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in.	24 00

When writing to Advertisers kindly mention this paper

The Trade Mark behind the "Hardware House of Quality"

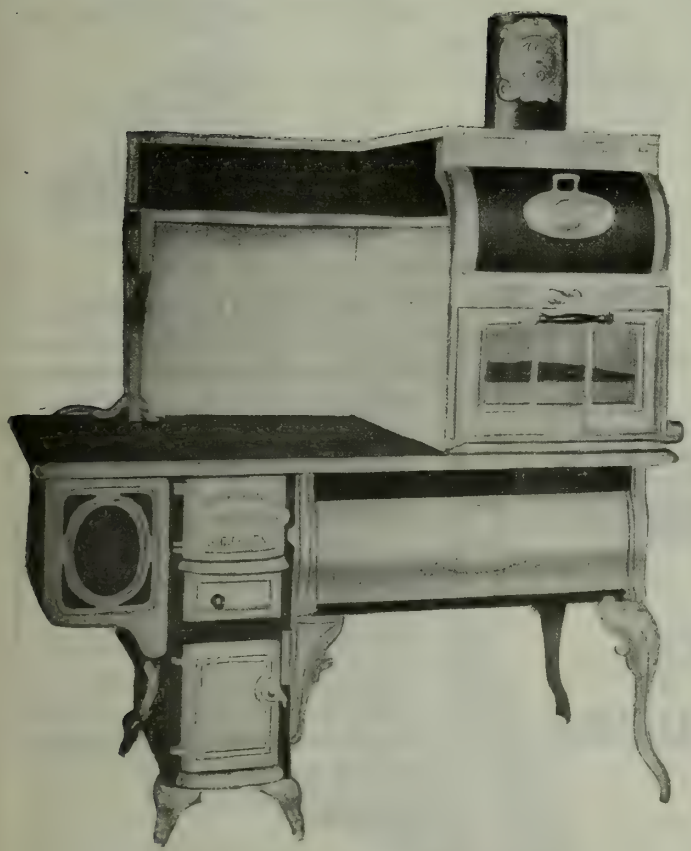
DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

For Sales and Satisfied Customers

ENTERPRISE

Ranges, Stoves and Heaters



"Perfect" Double High Oven
Over 20,000 Satisfied Users

They sell well because they have genuine merit. Consumers know and believe in Enterprise and welcome them into the home.

This is a characteristic Ashdown offering. One more of the famous lines that make up the Ashdown reputation for dependable, salable goods of well-known makes that build business for the retailer.

Write us for catalogue of the Ashdown lines and particularly for information about these excellent Enterprise "Perfect," "Monarch," "Ideal" and "Domestic" Ranges. Oak Heaters and the open Franklin.

Ask for Complete Description.

The J. H. Ashdown Hardware Co., Limited

Calgary **Winnipeg, Canada** **Saskatoon**

If interested, tear out this page and keep with letters to be answered.

MADE IN CANADA

BUFFALO OILS

Special Cylinder Oil for Steam Engines
Harness Oil. Neatsfoot Oil
A Gas Engine Oil (for gasoline engines).
Tractorlene Oil (for oil burning engines).
Ideal Thresher's Machine Oil (for general use.)
Automobile Oil and Transmission Greases.

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

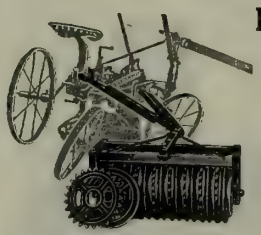
OR-ib-O
Round Coal Chute

This shows a wall in section so that our Round Coal Chute can be seen as it appears in place. The door of this serviceable coal chute is also made with a flange which fits over the rim of the frame, making it both wind and water proof. It is fitted with our self-locking device.

With walls under 12" thick, use No. 1 or No. 4. Over 12", No. 2 or No. 5.

O-Rib-O Manufacturing Co.
Winnpeg, Manitoba

Plow Attached Packers and Harrows
WE MAKE THE BEST LARGE PACKERS SOLD



MULCHER

LEADERS IN OUR LINES

Write for Price List and Catalog

PLOW HARROW

Surface and subsoil also supplied when called for.

CHRISTIANSEN IMPLEMENTS LTD., WINNIPEG

MEHASCO

Mehasco Pocket Knives

This line is justly becoming famous, owing to its quality and finish. We carry a large stock and guarantee each blade. The customer must be satisfied. Blades are made from highest grade steel and proper assortments are in stock for Western trade. Large range in Horn, Celluloid and Vulcanized Handles with Leather Punch; the same in Cattle Knives and a still larger range in small Penknives with two and three blades.

We would be pleased to forward samples for inspection to any account on whom our travellers do not call regularly.

Merchants' Hardware Specialties, Limited
Calgary

MILBRADT LADDERS

are made in many styles and to fit all kinds of Shelving.

Write to J. H. Ashdown Hardware Co., Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.
153 E. 13th Street
ST. PAUL, MINN., U.S.A.

ALLEN FLUX
NON-ACID—FOR SODERING

You're sure of a safe joint with any metal, if you use Allen Flux. Four convenient forms—stick, paste, liquid, salts. Special flux for aluminum. Write for samples and name of nearest dealer.

ALLEN-FLUX

Bissett & Webb, Ltd.
126 Lombard St.
WINNIPEG - CANADA

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Rake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.

Let the Royal Prove its Merit in *Your* Store

THE real test of an electric cleaner is how well and easily it will do the work in the home. Will it get all the deeply imbedded dirt in the rug as well as lint, hair, threads, and litter on the surface? Will it clean under the beds, close to the base-boards and in the out-of-the-way places?

Will it remove germ-laden dust and dirt lodged in draperies, upholstery, mattresses, walls, ceilings, closets, stairways and other un-get-at-able places?

Is it light in weight, easy to operate, economical and thorough?

To thousands of women the Royal has proven a household blessing because it satisfactorily answers all of these questions.

Just a touch of the handy switch on the handle, and the powerful, cleansing air stream is ready to save hours of heart-breaking, back-straining household drudgery.

Let us send a Royal to your store and let you try it yourself. A few minutes trial will convince you that it is the one vacuum cleaner for you to sell. There's a good profit too.

Great West Electric Co., Ltd., Winnipeg

ROYAL
QUALITY SERVICE
ELECTRIC CLEANER

Cleans by Air-Alone.

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn, Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Asbestos
Canadian Asbestos Co., Montreal, Que.
H W. Johns Manville Co., Toronto, Ont.

Asbestos Pipe Specialties
Canadian Asbestos Co., Montreal, Que.

Asbestos Pipe Coverings
Canadian Asbestos Co., Montreal, Que.

Ash Sifters
Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Auger Rings
The Crescent Co., Meriden, Conn.

Auto Accessories, Equipment and Supplies (Jobbers)
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Hurtubise, Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal Que.
Towe & Towe, London, Ont.
Samuel Trees & Co., Limited, Toronto.
Walker Vallance, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
The All-Way Mfg. Co., Toronto, Ont.
Apollo Plug Mfg. Co., Birmingham, Eng.
Auto Specialties Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Burrowes Mfg. Co., Toronto.
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
K-P Products Co., Inc, New York.
Ill. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
The Locktite Mfg. Co., Windsor, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
A. Schrader Sons, Inc., Toronto.
The Standex Corporation, Chicago, Ill.
The Star Specialty Mfg. Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Van Cleef Bros., Chicago, Ill.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton,
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Automobile Hoods (Ford)
Burrowes Mfg. Co., Toronto.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.
Tallman Brass & Metal Co., Hamilton.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Beekeepers' Supplies
The Canadian Bee Supply & Honey Co., Ltd., Toronto.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Belting, Cotton
Campbell Agencies, Toronto.
Dominion Belting Co., Hamilton, Ont.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto.
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Northern Bolt, Screw & Wire Co., Owen Sound.
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg, Man.

Bolts, Boiler Patch
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Coupling
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Stay
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

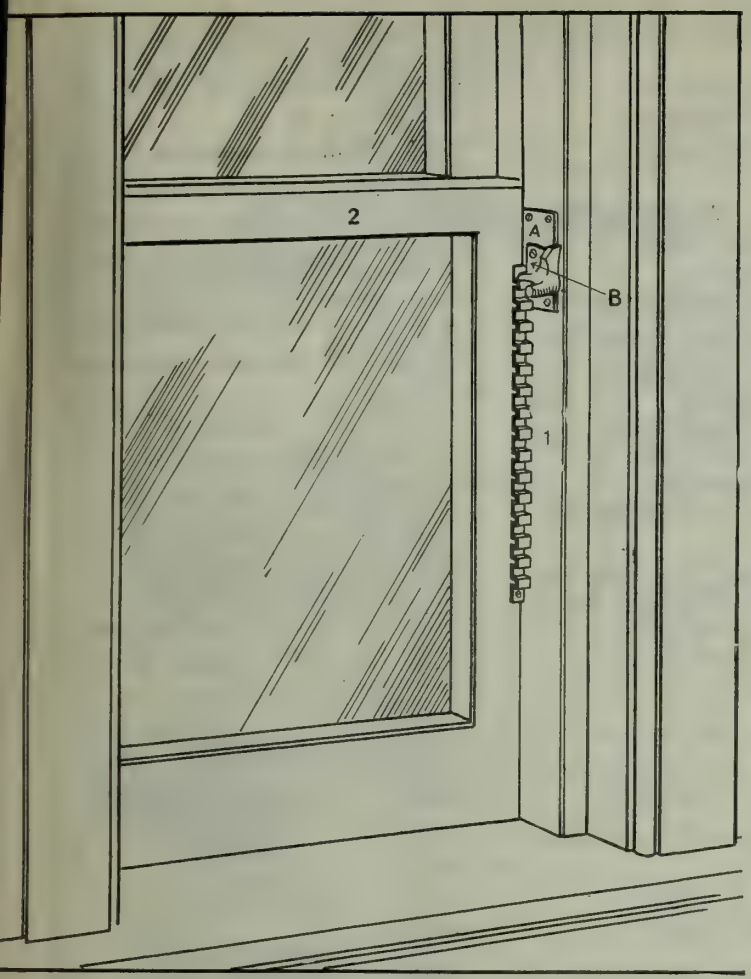
Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
Que.
The Renaud Motor Supply Co., Ltd., Montreal



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The Dillon Automatic Lock is a boon to the housewife. It does away with the old style method of propping the window up with books, sticks, bottles, etc. It will hold the window up at any desired height and will keep it exactly where it is wanted. If someone tries to raise the window from outside the holder is released and the lock immediately operates automatically. When the window is closed the lock always drops into place. The windows are always locked whether up or down.

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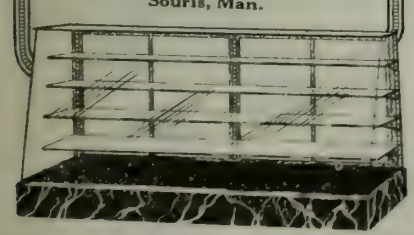

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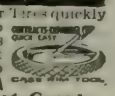

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THE BUYERS' GUIDE

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg., Co., Toronto.
Tallman Brass & Metal Co., Hamilton.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
Safety Door Hanger Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blacksmith Supplies
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughan & Bushnell, Chicago, Ill.

Brake Lining for Ford Cars
Adamson Mfg Co., Hamilton, nt.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Boot Blacking
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Box Strapping
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltr., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H. Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Carbon Reducers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.

Castings, Gray-iron
Canadian Stoves, Limited, Grimsby, Ont.
Que.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement
The Barrett Co., Ltd.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Aston Vale, Que.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
John Cowan Co., Ltd., Montreal, Que.
Van Cleef Bros., Chicago, Ill.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Merchants Hardware Specialties, Ltd., Calgary
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

G R

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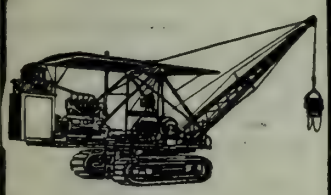


Ferrous and Non-Ferrous Metals

Plant and Machinery

Steam Engines and Boilers

Factory Stores

Machine Tools

Railway Material

Contractors' Stores

Electrical Instruments and Machinery

Medical Stores

Chemical and Explosives

Motor Vehicles

Agricultural Machinery

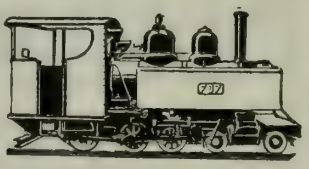
Aircraft

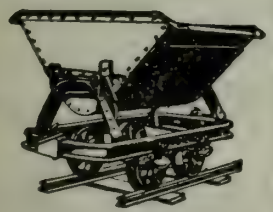
Furniture

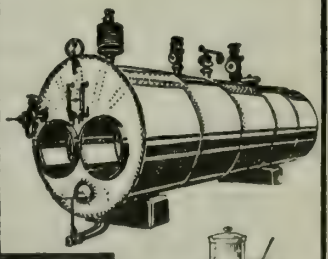
Textiles and Clothing

Boots and Leather Equipment

Motor Boats, etc., etc.







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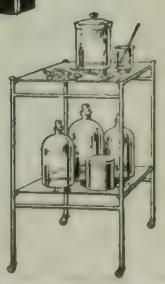
Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A. R. Whittall Can Co., Ltd., Montreal.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cookers, Feed
Anthes Foundry Co, Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N. Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Crucibles
Canadian Asbestos Co, Montreal, Que.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd, Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Cutters
Butterfield & Co., Inc., Rock Island, Que
Trimont Mfg. Co. Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Desks, School
Canada Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines,

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Dressings
Army & Navy Mfg. Products Regd., The, Montreal

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos Davidson Mfg. Co., Ltd., Montreal, Que
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Tallman Brass & Metal Co., Hamilton.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielman Agencies, Ltd., Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Munderloh & Co., Ltd., Montreal, Que.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Engine Studs
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co, Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada. Ltd.. Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Plant Managers Usually Specify

Morrow High Speed and Carbon Twist Drills

To-day every effort is towards greater production and lowered cost. Morrow drills are a direct factor in the attainment of this result.

Morrow High Speed Drills are made from hammered steel bars, specially Morrow tempered, with a graduated thickness of web giving strength where strength is needed. They definitely increase production and lower production costs by giving more holes with less regrinding. A selling point that assures sales to the dealer.

Morrow Carbon Drills are made from Sheffield (England) steel.

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"Oldest, largest best equipped plant in the Dominion manufacturing Set Screws, Cap Screws, Engine Studs, Semi-Finished Nuts."
"Sole Distributors for the Ingersoll File Company's Files."

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No Reliable Jobber Will Substitute

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Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton-Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary, Alberta.
Wood Vallance Ltd., Winnipeg, Man.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Stoves, Limited, Grimsby, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Army & Navy Mfg. Products Regd., The, Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Limited, London.
Imperial Oil Co., Ltd., Toronto.
Sanitette Products Mfg. Co., The, Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Army & Navy Mfg. Products Regd., The, Montreal
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Vander Linde Rubber Co., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gauges
Browne & Sharp Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Williams & Co., J. H., Brooklyn, N.Y.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass Benders
Toronto Plate Glass Importing Co., Tornoto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Anton Mickelson Co, Ltd., Winnipeg, Man.

Graphites
Canada Asbestos Co., Montreal, Que.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal. Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.
Beatty Bros., Ltd., Fergus, Ont.
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinders, Bench, Tool and Sickle
The Star Specialty Mfg. Co., Chicago, Ill.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guards, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Browne & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Browne & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Ont.
Merchants Hardware Specialties, Ltd., Calgary, Alta.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Army & Navy Mfg. Products Regd., The, Montreal.
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Ont.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

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EVERY progressive farmer in your community is almost surely a customer for Creonoid.

For every farmer knows that constant annoyance by flies makes cows give less milk and horses do less work; and that lice and mites keep hogs from fattening and hens from laying.

Creonoid is an effective destroyer of flies, lice and other verminous pests. It is easy to use and so inexpensive that it pays for itself many times over in the better health and the increased production of livestock and poultry.

If you are not carrying Creonoid you are missing a chance to increase your profits and, at the same time, confer a real benefit on your farm trade.

Creonoid is put up in: 1-gallon cans (12 to the case), 5 and 10-gallon cans, ½ barrels and barrels.

We can also supply, in any desired quantity, a low-priced Sprayer, designed especially for applying Creonoid.

Everlastic "Rubber" Roofing

THIS popular roll roofing covers more farm and factory buildings than any other ready roofing on the Canadian market.

It is made of the best grade roofing felt, thoroughly saturated and heavily coated *on both sides* with durable waterproofing materials. It sells at a low price and can always be depended upon to give long and satisfactory service.

Everlastic "Rubber" Roofing comes in three weights: light (1 ply), medium (2 ply) and heavy (3 ply). Each roll contains 108 square feet of roofing, and nails and cement for laying.

Everjet Elastic Carbon Paint

A LUSTROUS, black carbon paint for use on all kinds of metal and wood, particularly on surfaces exposed to severe conditions.

Positively without an equal as a protective coating on farm implements, machinery, smoke-stacks, steel bridges, metal roofs, etc.

Everjet Paint is waterproof, acid-proof and alkali-proof. Prevents rust and corrosion. Is easy to apply, wonderfully durable and very moderate in cost.

Put up in standard-sized packages, from 1-gallon cans to 40-gallon barrels.

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THE BUYERS' GUIDE

Hand Taps
Wells Bros. of Canada, Galt.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hinges, Spring
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
J. H. Still Mfg. Co., St Thomas

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hot Air Registers
Boston Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto
The Penberthy Injector Co., Ltd., Windsor, Ont

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The John Cowan Co., Montreal, Que.
The Graselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont

Iron, Horse Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
Merchants Hardware Specialties, Ltd., Calgary
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont

Japans
Boston Varnish Co., Everett Station, Boston, Mass

Kalsomine Cleaner
Satinette Products Mfg., Co., The, Toronto.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Merchants Hardware Specialties, Ltd., Calgary.
Wiebusch & Hilger, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calender Mfg. Co., St. Paul, Minn.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilkes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Works, Chicago, Ill.
Spielmann Agencies, Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago,

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Leather Dressings
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Inc., Philadelphia.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston Mass

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

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Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
White & Colquhoun, Glasgow, Scotland.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co. Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Magnesia Pipe Coverings
The Canadian Asbestos Co., Montreal, Que.

Manufacturers' Agents
C. C. Craig Co., Winnipeg, Man.
A. H. Fraser, Vancouver, B.C.
F. W. Lamptough & Co., Montreal.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Marine Hardware
Scythes & Co., Ltd. Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Tallman Brass & Metal Co., Hamilton, Can.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Micrometers
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mills, End
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Milling Cutters
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont
Duskil Mop Company of Canada, Limited, London.

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Mullboard, Asbestos
Canadian Asbestos Co., Montreal, Que.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
Dominion Iron & Steel Co., Ltd., Sydney, N.S
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Cold Pressed
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Nuts of every Variety of Finish
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Canadian Asbestos Co., Montreal, Que.
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Detroit Vapor Stove Co., Detroit, Mich
National Enameling & Stamping Co., Chicago, Ill

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co, Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd,, Hull, Que.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Packings
The Canadian Asbestos Co., Montreal, Que.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 120 North State St., Chicago, Illinois.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
Canadian Asbestos Co., Montreal, Que.
The Barrett Co., Ltd.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Colts Patent Fire Arms, Hartford, Conn
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utilca, N.Y.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pins, Taper
John Morrow Screw & Nut Co., Ltd., Ingersoll.

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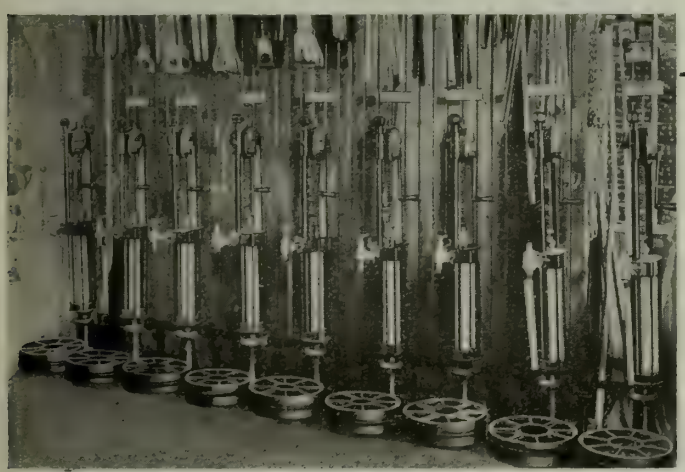

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Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Pliers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.

Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Kilnap Specialty Co., Smith's Falls, Ont.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pulls
Stover Mfg. & Engine Co., Freeport, Ill.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. E. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton Ont.
The Hamilton Motor Works Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.
"X" Laboratories, New York.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Sales Co., Toronto.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Wisbusch & Hilger, New York.

Reamers
Butterfield & Co., Rock Island, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Parmenter-Bullock Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Browne & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works Niagara Falls, N.Y.

Saws, Back
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Butchers', and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.

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E. C. Atkins & Co., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Set and Cap
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Thumb
John Morrow Screw & Nut Co., Ltd., Ingersoll.
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skreen Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skreen Dore Co., Toronto.
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
F. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Seeds
J. A. Simmers, Ltd., Toronto

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Shears
The Acme **Shear Co., Bridgeport, Conn.**
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shellac
Stewart & Wood, Ltd., Toronto.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Show Cases
Cameron & Co, Toronto.
The Duluth Show Case Co., Duluth, Minn.

Sifters, Ash
The Burrowes Mfg. Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works
Niagara Falls, N.Y.

Silverware
Cavershill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinner)
Wiesbusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co.
Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.
Tallman Brass & Metal Co., Hamilton, Ont.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder, Silver
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co. of Canada, Ltd
Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spark Plugs
Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1694 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
The Sharp Spark Plug Co., Cleveland, Ohio.
Walker, Vallance, Limited, Hamilton, Ont.
Wood, Vallance, Ltd., Winnipeg, Man.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.

Stampings
Coleman Fare Box Co., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Leidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont

Steel Bars for Reinforcement
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Ingots, Open Hearth
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Store Fixtures
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Winnipeg.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Canadian Stoves, Limited, Grimsby, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Lloyd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Merchants Hardware Specialties, Ltd., Calgary.

Sulphate of Ammonia
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Tacks
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Ctorage
S. F. Bowser Company Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Tapes, Measuring
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile and Motor Tr
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toro
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph
The Vander Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes,
Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Toboggans
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Browne & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
James H. Cummings, Chicago, Ill.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H W. Johns Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
H Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tubing, Steel,
Standard Tube & Fence Co., Woodstock.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd. Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd. Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co. Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
Wilkinson & Kompass, Hamilton,

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H. Brooklyn, N.Y.

Vulcanizers
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Wallboard
Bishopric Wall Board Co., Ltd., Ottawa, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg Man.
The Hurley Machine Co., Ltd., Toronto.
Kribs Ltd., Wm. A., Hespeler, Ont.
Maxwells Ltd., St. Marys, Ont.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
Nineteen Hundred Washer Co., Toronto, Ont.
Schultz Bros., Brantford, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
The Canadian Asbestos Co., Montreal, Que.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Wax, Floor
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Frost King Weather Strip Co., Montreal, Que.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons. Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheelbarrows
Meaford Steel Products, Meaford, Ont
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

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For conductor pipe, eavestrough, ridge roll, valleys, ventilators, corrugated iron, galvanized sheets, etc., if so send us your orders.

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Toronto

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Suppliers of Bulk Blacks to the highest class Grinding Trade.

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The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

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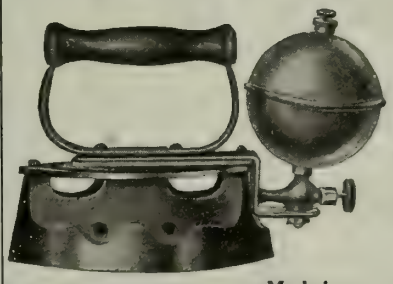

You can make quick sales and big profits selling the

"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by

NATIONAL STAMPING & ELECTRIC WORK

CHICAGO, U.S.A.

Manufacturer's agent in Wellington, New Zealand, with large connection in Australia and New Zealand, is in a position to handle additional lines of Canadian manufacturers on a commission basis. Particularly interested in automobile accessories, sporting goods, and general hardware specialties. Apply to Geo. R. Irons, 23 Central Terrace, Wellington, New Zealand.

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GARDEN CULTIVATORS

are growing in demand every day. Over a Million are now in use. Sell one to a customer and you get his next door neighbor. Every Farmer and Gardener is a prospect. The Norcross comes in (3) sizes, 5-Prong, 3-Prong and Midget, suited to both men and women. A Norcross bears a Distinctiveness of Quality—Class and Finish that quickly appeals to buyers. Well made—Durable—Handsome in appearance, they sell readily at a good profit and you can confidently recommend them. Ask your jobber for Norcross Goods.

C. S. NORCROSS & SONS

Sole Mfrs. BUSHNELL, ILL.

If interested, tear out this page and keep with letters to be answered.

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Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
Hobbs Hardware Co., Ltd., London, Ont.
H. S. Howland Sons & Co., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Rice Lewis & Sons, Ltd., Toronto.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Regina Plate Glass Co., Regina, Sask.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wire Window Guards
C. H. Johnson & Sons, Montreal, Que.

Wooden Specialties
Schultz Bros., Brantford, Ont.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis
Bemis & Call Hardware and Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
E. Edelmann & Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
Merchants' Hardware Specialties, Ltd., Calgary, Alta.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starret Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.

Wringers, Hand and Power
Spielman Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
Vancouver, B.C.
The Great West Smelting & Refining Co.
The Hoyt Metal Co., Toronto.

Zinc, Sheet
B. & S. H. Thompson & Co., Ltd., Montreal.

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND MEAAL are big buyers because they buy for business as well as for private consumption.

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Polarine
MAKES A GOOD CAR BETTER

Three grades for automobile cylinder lubrication.
IMPERIAL POLARINE
(Light medium body)
IMPERIAL POLARINE HEAVY
(Medium heavy body)
IMPERIAL POLARINE A
(Extra heavy body)
One of these grades is specially recommended for the correct lubrication of any car or truck in your community.
See the Imperial Polarine Chart of Recommendations—display it prominently and sell by this chart.
For Efficient
Automobile transmission and differential lubrication sell
IMPERIAL POLARINE TRANSMISSION OIL
In cases where grease is required or preferred, sell
IMPERIAL POLARINE TRANSMISSION GREASE "BB"
IMPERIAL POLARINE CUP GREASE

The Article in Demand

We advertise Imperial Polarine extensively the year round. For public preference is the greatest sales force in the business world.

The ability to supply public demand is the secret of success in retail merchandising.

Imperial Polarine is sold by more dealers than any other lubricant on the market. That is because Imperial Polarine is used by more than 62 per cent. of Canadian motorists and is rapidly forging still further ahead in public favor.

Your Share

The dealer who displays the Imperial Polarine sign lets motorists know that he can give them the lubricant they want. The better the display the bigger the business.

There is market for hundreds of dollars' worth of Imperial Polarine in your territory. Are you getting your share of this market? You can make your store headquarters for Imperial Polarine. Stock the three grades—Imperial Polarine, Imperial Polarine Heavy and Imperial Polarine A. Also the special Imperial Polarine transmission and differential oils and greases.

Put up in half-gallon, gallon and four-gallon lithographed sealed cans, 12½-gallon steel drums, half-barrels and barrels.

The minimum profit on Imperial Polarine is 33 1/3 per cent. The business is staple the year round. Sell by the Imperial Polarine Chart of Recommendations.

Write to The General Sales Department,

56 Church St. Toronto, Ontario

for our dealers proposition.

T 1521

IMPERIAL OIL LIMITED

Manufacturers and Marketers of IMPERIAL POLARINE MOTOR OILS & CREASES

Marketers of *Gargoyle Mobiloils* in Canada

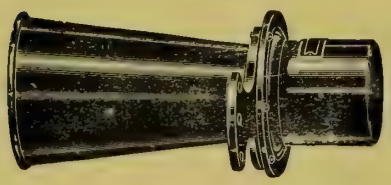
BRANCHES IN ALL CITIES

BIGGER BUSINESS FOR 1920

DO you realize, Mr. Dealer and Garage Man, to what extent the Automobile, Truck and Tractor have increased in usefulness? They have become of vital importance to the economic life of every community.
It is estimated that at the end of 1920 Canada will have close to 500,000 motor-driven vehicles on her highways. Think of the tremendous business possibilities the sale of Automotive Equipment and Supplies offers dealers!

THE HYSLOP LINE

NEWTONE MOTOR DRIVEN ELECTRIC HORN



The mechanism of this motor driven horn is most efficient and simple of operation. When connected to a storage battery it emits a very loud but pleasant sound. Black enamel finish, nickel bell. Furnished complete with cable and round push button switch. A very high grade outfit throughout.

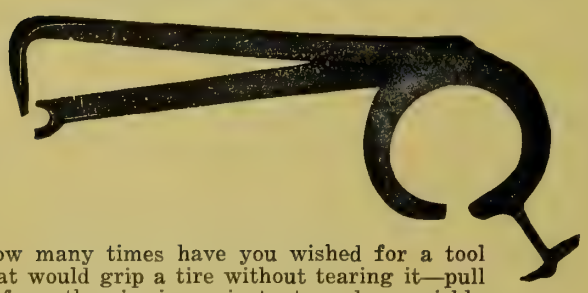
No. 5279—Price $9.25

The Hyslop line is the logical dealers' line.
It offers the best medium to meet the ever-increasing demand for equipment and supplies from car owners.
It comprises the largest and most comprehensive assortment of quality goods on the market, that will pay you handsomely to stock, giving you generous profits, quick turnovers and satisfied customers.
Get in touch with us right now.

BILLMONT MASTER WRENCH
"The Wrench that Spins 'em off"

The Billmont, with its curved nose, will slip into heretofore inaccessible places, take a bull-dog grip on nuts or bolts and turn off the hardest. Once on the nut it will not slip because the knurled outer casing gives you a firm hand grip. Set consists of 5 hexagon sockets of unusual sturdiness, sizes, 7/16, ½, 9/16, 19/32, ⅝ and one adapter (so you can use any standard ½-inch square shank socket).
No. 6055—Price Billmont Master Wrench Set, complete $15.00

MARQUETTE TIRE TOOL

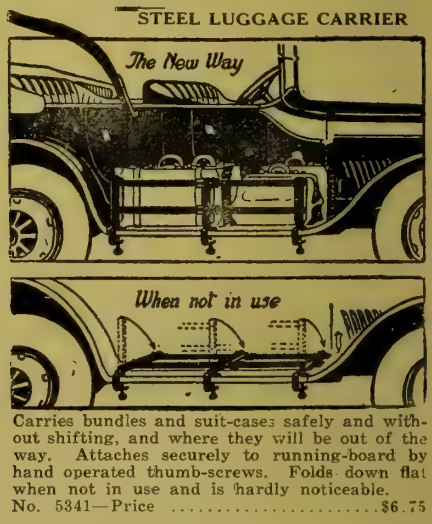


How many times have you wished for a tool that would grip a tire without tearing it—pull it from the rim in an instant; and as quickly and easily put it back on again. Getting a tire off and on is the hardest, dirtiest, most exasperating work about a car. The Marquette Tire Tool makes it one of the simplest. Every car owner wants one, needs one, and will buy one if you carry them in stock. Full directions in each tool.

No. 6056—Price $4.00

Make us your Headquarters for equipment and supplies and prepare for the Bigger Business for 1920

STEEL LUGGAGE CARRIER



Carries bundles and suit-cases safely and without shifting, and where they will be out of the way. Attaches securely to running-board by hand operated thumb-screws. Folds down flat when not in use and is hardly noticeable.
No. 5341—Price $6.75

Dealers : Send for our 1920 Catalogue Order by Catalogue Number.

HYSLOP BROTHERS, LIMITED

Shuter and Victoria Sts. **Toronto, Ontario**

Superb AND Supreme

¶ The measure of mileage you expect to get from an automobile tire is exactly the measure we are prepared to give you in **Dunlop Cord Tires.**

¶ **Dunlop Tires** are thoroughly "thought out" in the Scientific Research Department, then they are thoroughly "tried out" on the road. You, as a tire buyer, get the Final Result.

¶ The new ideas we have evolved from world-wide collaboration with Dunlop Master Tire Builders have worked wonders in tire construction.

¶ Every other make of tire has suffered in comparison with Dunlop in a test of endurance; and that means foreign-made tires as well as Canadian-made.

¶ A tough tread, sturdy walls, largest air-chamber, unsurpassable anti-skid features, are some of the reasons why **Dunlop Cord Tires** are so much in evidence these days.

¶ And just as **Dunlop Cord Tires,** wherever you go, are being awarded the palm as "1920's best," so, right across Canada, our 1920 sales figures are registering the definite approval of motorists in decidedly unusual increases.

¶ When you buy **Dunlop Tires** you buy from the world's greatest rubber organization, whether the comparison is in technical knowledge, area of plants, financial resources, etc.

¶ Our new million-and-a-half-dollar factory is now nearing completion. It will be exclusively devoted to the manufacture of **Dunlop Cord Tires—"Traction," "Ribbed."**

Dunlop the Universe Over—The World's Greatest Rubber Organization.

DUNLOP TIRE & RUBBER GOODS CO., Limited

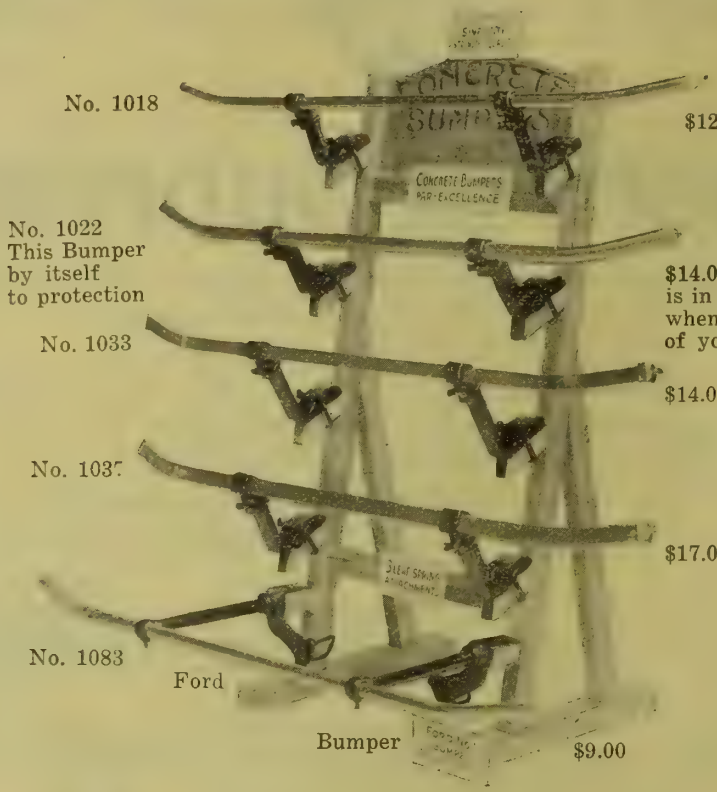
Head Office and Factories: TORONTO

BRANCHES IN THE LEADING CITIES

DUNLOP TIRES

If interested, tear out this page and keep with letters to be answered.

A Necessity—Not a Fad



Bumpers

That Mean Steady Business

Spring is here.

Every enthusiastic motorist will be examining his car to see how he can improve it with a few accessories. Every motorist that has the good of his car at heart will buy concrete bumpers.

Our Concrete Bumpers fill every requirement where service and reliability count.

They offer to the dealer, new business and a good margin of profit. They will add prestige to his store.

A special feature for salesmaking is our celebrated Concrete-filled Rod Bumper with 3-leaf V. Bolt attachments.

Our line consists of the celebrated Concrete-filled Rod Bumper and Spring Steel Rod Bumpers. Channel, Hexagon Channel and Diamond Rod Bumpers in all sizes are available. Write for catalog to-day.

Our Special Bumpers for Overland Little Four and Chevrolet 490 are now ready for delivery, and they are beauties!

Concrete Bumper Company

Windsor Ontario Canada

If interested, tear out this page and keep with letters to be answered.

This "Cut-Out" for Window Display, Is Life-Size in Four Colors. *Do You Want One ?*

The life-like appearance of our "cut out" compels the attention of passersby. Printed in colors that make it as natural as life, they will liven up your window displays. The cost prohibits broadcast distribution. If you like one, send in the coupon.

Gutta Percha & Rubber, Ltd.

Head Offices and Factory: Toronto

Branches: **Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria**

Please send me one of your "cut-outs" as illustrated. I will display it in my window or store.

Name .....

Address .....

Prov. .....

If interested, tear out this page and keep with letters to be answered.

Mileage Means Much to the Dealer

as well as to the Customer

That is why you can safely sell V.D.L. Tires without fear of losing your customers' confidence. V.D.L. orders repeat themselves.

Stock V.D.L.'s and watch the results. Here is one of the "ads." that will back you. Every size a supersize. Equal in value to next larger size of any other make.

VDL

DISTRIBUTORS

Merrick-Anderson Co., Ltd., Winnipeg, Man.
Miller-Morse Hardware Co., Ltd., Winnipeg, Man.
Wood-Vallance & Leggat, Ltd., Vancouver, B.C.
The Chapin Co., Calgary, Alta.
Gray-Campbell Co., Ltd., Moose Jaw, Sask.
Western Cycle & Motor Co., Regina, Sask.
Motor Parts Co., Toronto Ont.
A. Chown & Co., Kingston, Ont.
R. M. Brisco Co., Ltd., London, Ont.
Hurtubise, Ltd., Montreal, P.Q.
Webster Motors, Ltd., Sherbrooke, P.Q.
Crowell Bros., Halifax, N.S.
Morrison-Blackwood Hardware, Ltd., Moose Jaw, Sask.
Revillon Wholesale, Ltd., Edmonton, Alta.

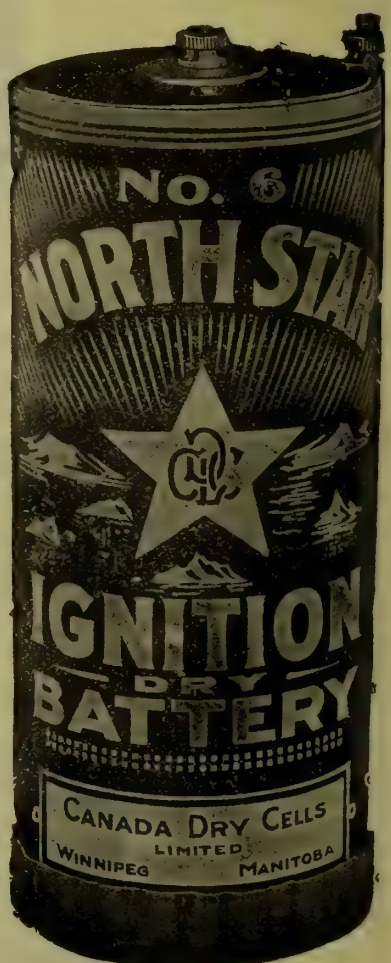
VAN DER LINDE RUBBER CO., LIMITED
TORONTO, ONTARIO
Montreal Sales Branch: Hurtubise Limited
222 Notre Dame St. W.

East or West the North Star is the biggest battery value.

More Value To User and Dealer

North Star service reflects itself in actual sales. The dealer who handles the North Star is always assured of the customer's satisfaction. In addition to the satisfaction of honest service, he reaps a worth while reward in greater profits.

Let the North Star be your guide to bigger battery business.



Canada Dry Cells Limited

WINNIPEG, MANITOBA

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SPARK PLUGS

FOR STEADY FIRING

An Article Well Displayed is Half Sold

Attractively packed merchandise fulfills the three functions of good selling display—attracting attention, arousing interest and stimulating desire.

The exceptionally attractive package, which Goliath Spark Plugs are now packed in, furnishes you with material for endless displays. Feature Goliath Plugs in your windows.

The space occupied by your windows is the most valuable part of your store. Make it pay your rent—by displaying attractive and seasonable merchandise.

The margin of profit, on Goliath Plugs, will appeal to you.

Canadian General Electric Co., Limited

Head Office: - - Toronto

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

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OLD TOPS FOR NEW

The shabby, leaky and weatherworn top can be restored to its original appearance and made weatherproof by a coat of Beats-All Top Dressing. This elastic dressing becomes a part of the original, putting back into the fabric that something which has gone out through deterioration.

Faded and stained top linings can be made to look like new by re-dying them with our Black or Drab Lining Dye. It covers all stains and discoloration, giving the lining that factory newness in appearance.

Beats-All Brand means just what it says—"Beats All." We incorporate into our Top Dressings a LIQUID RUBBER which guarantees its waterproofing and re-rubberizing qualities.

Write to-day for our liberal trade plan and sample order.

Our Representatives

Aggressive Agencies Co.,
35 Notre Dame East,
Montreal, Que.
Wizard Auto Products Co.,
52 Shanley Street,
Toronto, Ont.
C. G. Lee,
114 Pantages Bldg.,
Winnipeg, Man.

Manf. by
AUTO SPECIALTIES MFG. CO.
Fort Erie, Canada

Knu-Lac Top Dressing
Adaped especially for Ford and all imitation leather tops—giving that rich, glossy black finish—waterproofs and rerubberizes. It preserves and brings back the original qualities, retaining softness and pliability.
Pints, 75c. Quarts, $1.35

Mohair Top Dressing
Will give the shabby, leaky, weatherbeaten top that new appearance and durability. It re-dyes, weatherproofs and rerubberizes the fabric, leaving it soft and pliable.
Pints, 85c. Quarts, $1.50

Burbank Top Dressing
"Olive Drab"
If that light colored cloth top is weather-stained, faded and leaky, it can be made new again by using Burbank O. D. Top Dressing. This dressing Re-Dyes and Waterproofs, giving the top that fresh new light Olive Drab color, covering all waterstains and discolorations. Apply with an ordinary paint brush.
Pints, $1.35. Quarts, $2.50

CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

Spring Shackle Bolts

For Grease, Oil or Tapped-in Head for either Grease or Oil Cup

Complete Line of

Pressed Steel and Brass Grease Cups; Oil-hole Covers and Oil Cups, Brass Pattern Makers' Dowel Pins.

Write To-day for Catalogue and Prices.

Cap Closed Oil Bolt | "C" Oiler | Plain Compression | "D" Oiler | Cap Open Oil Bolt

Grease Bolt

THE CANADIAN WINKLEY CO., LTD.
WINDSOR, ONTARIO

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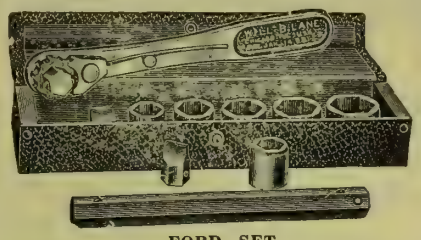
Lane's Handy Auto Ratchet Tools

A popular quick-selling line that interests your customers at once because of their ability to perform tasks where other wrenches fail.

The line comprises the "Standard" and "Ford" Sets of the Lane "Unique" Ratchet Wrench, the Lane "Super-Unique" Ratchet Wrench Set and the "Unique" Off-Set Ratchet Screw Driver.

SUPER-UNIQUE SET


FORD SET

STANDARD SET

OFF-SET RATCHET SCREW DRIVER

All Lane's Ratchet Tools are durable products. Machine-made, sockets turned from Grade "A" cold rolled steel, case hardened, Pawl and Ratchet Wheels milled, handles drop-forged and case hardened.
A line that meets many requirements and presents unusual selling opportunities for the dealer.

Manufactured by

Will B. Lane Unique Tool Co.

180 N. Dearborn St., Chicago, Illinois

Apollo

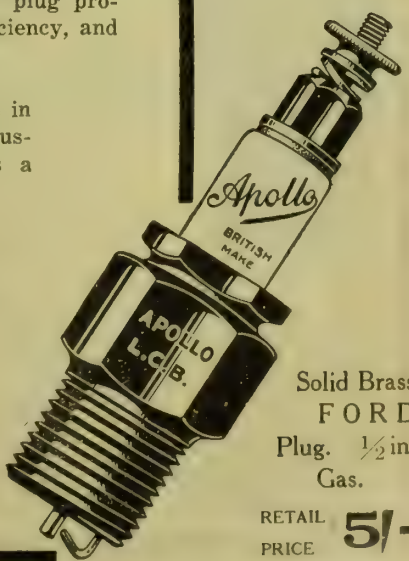
—the PLUGS to sell!

BECAUSE — they represent the highest standard of BRITISH plug production, are carefully tested to ensure the highest degree of efficiency, and are guaranteed to give complete satisfaction.

ALSO — there are models to suit every type of engine in the APOLLO range — there's no need to sell your customer an unsuitable plug — and every plug carries a GOOD PROFIT for you.

Decide to concentrate on APOLLO PLUGS and you will do good business. We can give prompt deliveries of all models — write us for full particulars and supply of Showcards, Posters and Advertising Literature, NOW.

Super-Mica Plug—for Hot Engines
RETAIL PRICE **6/-**



Solid Brass FORD Plug. ½ in. Gas.
RETAIL PRICE **5/-**

APOLLO PLUG MFG. Co. Ltd.
Moseley Street, Birmingham, Eng.
'Grams: "Apollo Birmingham." Phone: Midland 278
Codes: A.B.C. 4th Western Union

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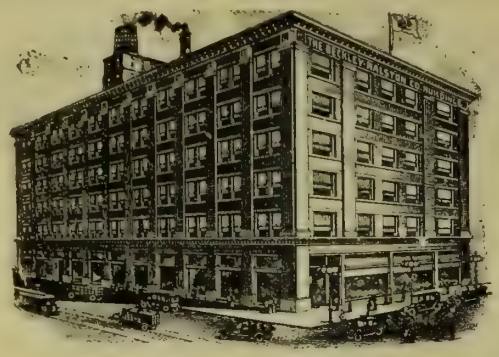

International Service

Automotive Accessories

Tools and Hardware **Garage Equipment**
Bicycles and Tires **Cycle Supplies**

Our Suggestion—Increase your profits by combined buying

Everything for Motor Cars and Trucks.

Quick complete shipments to Jobbers or Dealers.

Avoid expense and delay by combining orders to us for all your requirements.

To attempt purchasing these lines from different factories is an expense in time and money.

We feature duplicate parts for popular cars such as Ford and Chevrolet.

Depend on us for shop equipment of power and hand tools.

Established in 1896, the B-R Co. service is based on 24 years experience.

Write for Prices, Terms and Catalog—Special Proposition to Jobbers.

The Beckley-Ralston Co.
Chicago, U.S.A.

Branches:—New York, San Francisco, Detroit. Pittsburgh and Kansas City
Cable Address: "Beckley." Codes: A.B.C. 5th Edition and Western Union

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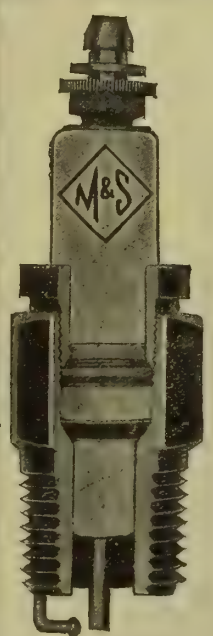

The Plug with the Hotter Spark

M&S

The ball point of the "M&S" spark plug concentrates the current and intensifies the heat. This gives a sure, hot spark—producing better combustion and greater power.

The "M&S" plug is made in all styles to suit every make of car—it is standard equipment on the popular new Overland "4."

The "M&S" plug is made in Canada and guaranteed to give complete satisfaction.

Dealers:—Ask your jobber for the "M&S" plug.

No.	Models
500—	½" Standard
501—	⅞" Standard
502—	⅞" Long
503—	⅞" Long with Chevrolet Terminal
506—	½" Long
504—	Regular Porcelain
505—	Chevrolet Porcelain

MACHINE & STAMPING CO., Ltd.
1209 King St. West
Toronto, Ont.
Commercial Dept.
Russell Motor Car Co., Ltd.

25

Tool Locked in Position for Removing or Replacing Tire.

K.P. Universal Rim Tool

The Easiest Way to Remove Tires from Split Rims

Fits all types of cross-cut demountable rims in use to-day.

Collapses a rim no matter how badly a tire may be stuck to it.

Forces the rim back on the tire again with the utmost ease even in the case of new tires which are under-sized.

Locks rim collapsed while tire is being removed or replaced.

Price $6.00

The K.P. PRODUCTS COMPANY, Inc.
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LIMITED

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SKI, TOBOGGANS, SNOW SHOES and ACCESSORIES

Best Sellers Liberal Profits None Better Made

Order now for next season.

Write for catalog and Price List.

NORTHLAND SKI MANUFACTURING CO., St. Paul, Minn.
Largest Manufacturers of Ski in the World.

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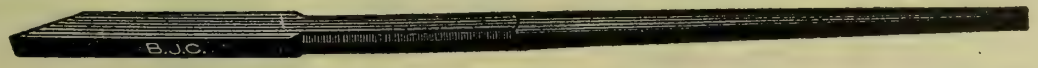


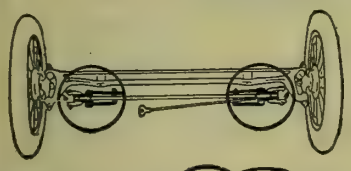
No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

HANDY ANTI-RATTLERS

Fast Selling Accessories



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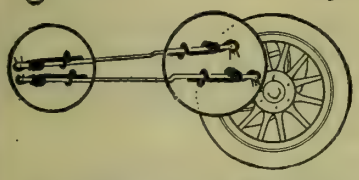
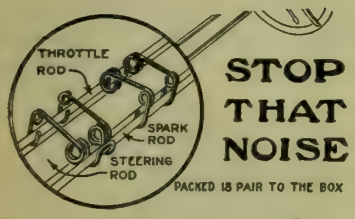
Display Box
18 pair—**$7.50**
Retail **75c** pair

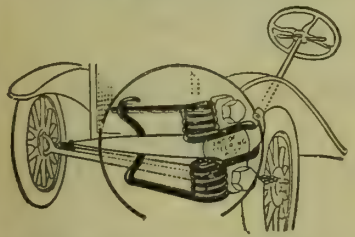


Brake Rod
Display Box
18 set of 4—**$7.50**
Retail **75c** set



STOP THAT NOISE

Throttle & Spark
Display Box
18 pair **$7.50**
Retail **75c** pair



Ford Arm
Display box
18 only—**$5.00**
Retail **50c** each

TOWE & TOWE, Exclusive Selling Agents
London, Ontario

Test Your Tire Pressure Frequently

It is not enough to fill your tires up to the requisite inflation—they must be kept at that inflation. A tire may be below pressure and yet look and feel fully inflated.

Take no chances. Insufficiently inflated tires mean not only rapid destruction of the tires themselves, but wasteful consumption of gasoline. It takes sometimes as much as 25% more gasoline to pull a soft tire over the road.

Measure your tire pressure daily with a SCHRADER UNIVERSAL TIRE PRESSURE GAUGE and be sure.

$1.75
ANYWHERE IN CANADA

A·SCHRADER'S SON INC.
334 King St. E., Toronto, Canada
London, Eng. New York Chicago

TRADE MARK REG'D CANADA

"SCHRADER UNIVERSAL" TIRE PRESSURE GAUGE

Ken-Gar Brand
Ready Roofing

5 Carloads bought at the old price

We are in a position to offer the hardware dealers of Ontario a proposition on ready roofing that we believe cannot be equalled elsewhere. The quality is the best on the market and carries a full guarantee.

Immediate Shipment Can Be Made

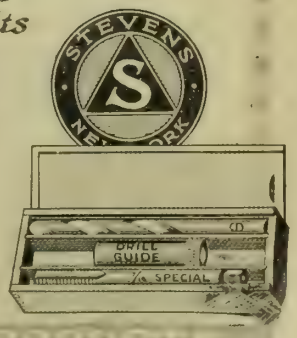
KENT-GARVIN CO., LTD., HAMILTON

Removing Broken Ford Cylinder Bolts

A popular seller with all Ford owners. This set removes broken cylinder head bolts quickly—a frequent job on a Ford. Not necessary to take off cylinder head, for special guide holds drill accurately to line. Set consists of drill, guide and tap.

Send for Catalog 86-M.C.

Stevens & Company
375 Broadway, New York City



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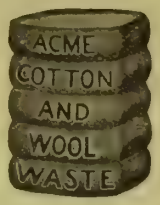
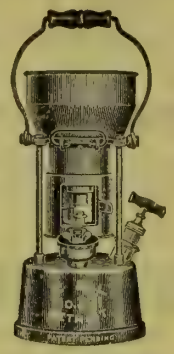
OUR COLORED GRADES
1B, 1A, 7, 1, 5



OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 WELLINGTON ST. W., TORONTO



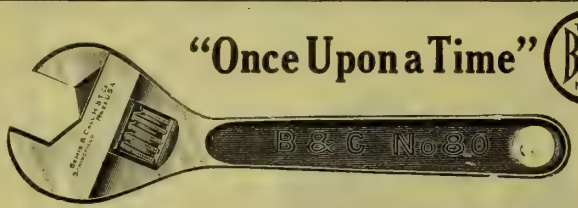
The No. 221 Kerosene Fire Pot

is designed and made to withstand hard usage. The tank is made of heavy gauge, seamless drawn steel, fitted with Patentd Cushion Protection Band, preventing injury to the base of the tank, and Tinned inside and out (Rust Proof). The burner is made of special generator metal, producing an intensely hot blue flame. The No. 221 is sure to plase. Include it in your order. Jobbers supply at factory price. Send for catalogue.

No. 221 Kerosene Fire Pot
List Price, Each $33.60
Ask for Discount.

Clayton & Lambert Mfg. Co.
Detroit, Mich., U.S.A.

"Once Upon a Time"



An automobile broke down in front of a Hardware Store. While the lightning flashed and the water gurgled along the curb, the owner slogged around in his wet boots and found he had no tools with him. The Hardware Man sold him a wrench, in a few minutes a screw driver and another style of wrench. And then, gently and tactfully—for the car-owner was miserable—he pointed a moral about preparedness; and he sold that auto driver about fifty dollars' worth of tools. HE HAD THE RIGHT TOOLS.
Are you prepared? Have you got a line, like Bemis & Call, that you could stand and watch him use with confidence that he would buy more?

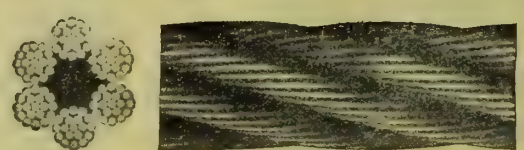
WRITE FOR PRICES

Bemis & Call Hardware & Tool Co.
SPRINGFIELD, MASS., U.S.A.

G. Brodie Breeze & Co.
GOLF CLUB MAKERS
182 Trongate - - GLASGOW
ESTABLISHED 1888

Everything for Golf
GOLF CLUBS, BAGS, BALLS, Etc.
BEST HICKORY SHAFTS
PERSIMMON AND BEECH TURNED HEADS
ALL PROFESSIONALS' SUPPLIES

Wire Rope and Fittings



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Have you a copy of our Catalogue?
We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO. LIMITED
TORONTO CANADA

Made in Scotland.

TRADE MARK "MORRISCA"

Used the world over.

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Silkworm Gut Products and General
FISHING TACKLE
Write for Export Terms to—
MORRIS CARSWELL & CO., LTD.
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And at MURCIA, SPAIN

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Clears All Stoppages

Desolvo is in wide-spread favor as the handy household cleaner. Thaws frozen pipe. A necessity in all large buildings.

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HADFIELD & CO.

WYMING WORKS, HOWARD STREET
SHEFFIELD, ENGLAND

If you require the BEST

Stainless Table Cutlery

ORDINARY TABLE CUTLERY
PEN AND POCKET KNIVES
RAZORS AND SCISSORS

Also our latest special line :

British Combs for British Homes

ALUMINIUM, NICKEL, SILVER AND PIN WIRE TOOTH

Agents Wanted

Hamilton Gas Mantles

Hamilton Gas & Gasoline Mantles

A splendid record for sales and satisfactory service. A constantly increasing demand together with customer-satisfying quality makes them great business builders.

The Hamilton Gas Mantle Company, Limited

Head Office and Factory

Toronto — Hamilton, Canada — Montreal

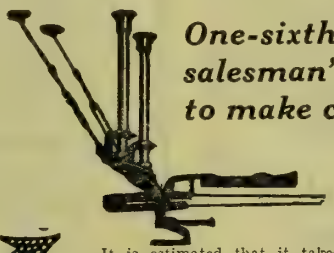
Stock and Push Maple Leaf Belt Dressing

Every belt user in your town is a prospect for this line so why not go after them ?
Every can you sell makes a friend for you.
"Maple Leaf" is the best for all kinds of belts.

Order from your jobber

DOMINION BELTING COMPANY, LIMITED

HAMILTON CANADA



One-sixth of your salesman's time to make change

It is estimated that it takes one-sixth of a salesman's time to make change under ordinary conditions. This means the time of one salesman in a staff of six. Eliminate the running and five salesmen can do the duties of six.

Our Cash Carriers will accomplish this for you, and at a greatly reduced cost with more efficiency. There also would be two persons in every transaction, viz., the salesman and cashier—each checking the other—and your money will be in the custody of one person, and in your office, where it properly belongs. Had you thought of it in this way. Our leaflet explains it fully.

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GREAT WESTERN XXXX NICKEL BABBITT

Positively the Highest Grade Babbitt Metal on the Market

Made in Canada

GREAT WESTERN SMELTING & REFINING CO., LIMITED
VANCOUVER, B.C.

We Make a Specialty of

Special Steel Stampings

Send us your requirements and we will give you

Quotations

Homer & Wilson

Lancaster Street
Hamilton, Ont.

Its Handiness SELLS IT

The Imperial Folding Steel Auto Chair is built of best steel of oval section, finished in rich black japan; seat and back upholstered in black waterproof art leather.

This comfortable, strong chair is a boon where space is at a premium, folds to less space than any other chair — yet perfectly convenient. Adult size seat 16" high. Children's size, seat 12" high.

Imperial Bit & Snap COMPANY
RACINE - WISCONSIN

Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. *Immediate Shipment*

JAMES HUTTON & CO.

706 Shaughnessy Building - MONTREAL

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Offices Throughout the Civilized World
OFFICES IN CANADA:

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Reputation gained by long years of vigorous, conscientious and successful work.

C. A. B. Brown — General Manager Western Canada
TORONTO

Cannon Oilers

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.

THE "CANNON OILER"

FORCES THE OIL ANYWHERE

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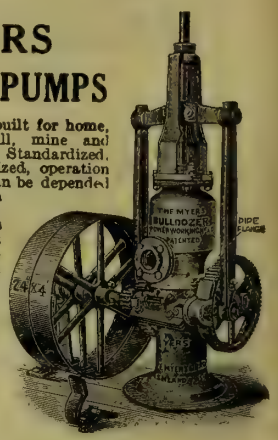
Order NOW of Your Jobber.
Manufactured only by
THE CANNON OILER COMPANY
Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



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ASHLAND
OHIO

Varnish Brushes a Specialty

Ask for our prices and list of goods available for spring business.

Our prices are right.

EXCELSIOR WIRE CO. LIMITED
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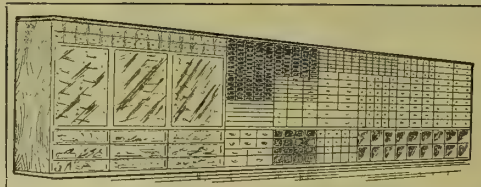
HAMILTON - CANADA

Manufacturers of Flower Pots, Saucers, Fern Pans and Hanging Baskets. Ask for Catalog and Price List.



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Wall Cases, Nail Bin Counter, Display Counters, Shelving

Cameron & Co.
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NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

There's a good amount of business in your town in Babbitt Metals that you could capture by stocking Owl Babbitt

Owl Traction Babbitt for Tractors
Owl Babbitt Metal for Thrashers

Made by The Owl Metal Co., Ltd., Winnipeg

OWL BABBITT METALS

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SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

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THE GREB CO., 218 State St., BOSTON

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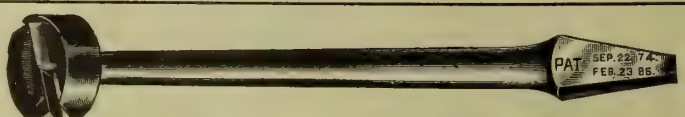

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day.

If interested, tear out this page and keep with letters to be answered.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

METAL STAMPINGS

Drop a card for prices and particulars.

HAMILTON STAMP & STENCIL WORKS, LTD.
HAMILTON, ONT.

Decalcomania Transfer

NAME PLATES

Made in Canada by
Canada Decalcomania Co., Limited
364-370 Richmond St. W., Toronto, Can.

Swedish Steel Forging Co.

SWEDEN

RAZORS

Agents: F. W. LAMPLOUGH & CO.
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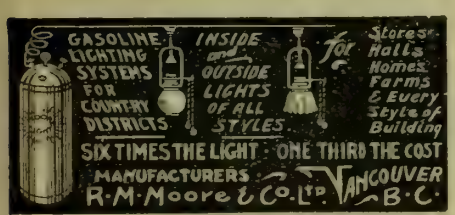

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FOR ALL PURPOSES
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SUITABLE FOR ANY SMOOTH SURFACE
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"Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co., Ltd.
OWEN SOUND, ONT

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES MARTIN WILCKES CO.
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SMALL TURN BUCKLES

Send for Catalog No. 4
GEORGE H. WILKINS CO.
180 No. Market St. Chicago

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All sizes of Clear Mica in stock for immediate shipment

Price List on Application

Mica Company of Canada, Limited
P.O. Box156, Hull, Que.

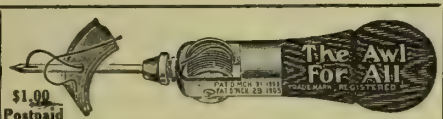
Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited
GUELPH, ONTARIO

Look for the full name
RUSSELL JENNINGS
stamped on the round of our
AUGER BITS
The original double twist auger bit, patented by Mr. Russell Jennings in 1855.
RUSSELL JENNINGS MFG. CO.
Chester, Conn., U.S.A.



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Repair shop in itself, mends harness, shoes, auto tops, belts, etc.

Send for wholesale price and catalog.
C. A. MYERS COMPANY,
6374 Woodlawn Ave., Chicago, Ill., U.S.A.

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Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works
BUFFALO, N.Y.

London Address:
Finsbury Pavement House

Dingley Brothers Export Limited
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W. T. Evans, Can. Manager

Your Enquiries Promptly Answered

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED
NIAGARA FALLS, CANADA
WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

CLIMAX PAPER BALERS

ALL STEEL--- FIREPROOF

"Turns Waste into Profit"

12 SIZES

Climax Baler Co.
Hamilton, Ont.

SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS

We will be pleased to give you our estimate on your next order.

CARON BROTHERS
Caron Bldg., 233-239 Bleury St., Montreal

Putty and White Lead

Quality Guaranteed Prices Right Let us Quote You

N. B. Prichard's Paint Works
The Dominion Metal Company, Limited
Sherbrooke, Que., Canada

Northern Electric

Tape Splice

Insist on these Brands

Northern SPECIAL
Northern VICTOR
Northern NOR-EL-CO

Northern Electric Company
LIMITED

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED—RETAIL HARDWARE SALESMEN, single men only. Give full particulars. Mills Hardware Co., Hamilton.

WANTED — FIRST-CLASS TINSMITH, CAPable of taking charge of a shop and figuring on work. Married man preferred. Apply to the Fulton Hardware Co., Ltd., Sault Ste. Marie, Ont.

WANTED — GOOD ROAD SALESMAN FOR Wholesale Hardware; must be a live wire, have good personality and be of steady habits. This is an excellent proposition for the right man. Territory covered in Western Canada. Apply in own handwriting, stating experience, age, height, etc., to Box 370, Hardware and Metal.

WANTED

WANTED—FOR EXCLUSIVE SALE IN GREAT Britain, large quantities of heavy hardware, raw and manufactured wire products, electrical goods, farm and garden implements, by British firm having a large sales and business connection. Wire or write Box 20, Hardware and Metal, Montreal, Quebec.

REQUIRE AT ONCE TEN-FOOT CORNICE brake in good condition. Reply stating price to A. L. Charlebois, Saskatoon, Sask.

WANTED—SET OF USED TINSHOP TOOLS and machines. State kind, number, condition and price. Box 450, Hardware and Metal.

WANTED — SECOND-HAND HARDWARE case and shelf boxes, also two second-hand counters. Box 603, Hardware and Metal.

AGENCIES WANTED

WANTED
Manufacturers Agents

United States manufacturers of well known and advertised line of household specialties want representation in following territory on commission basis:

British Columbia
Ontario
New Brunswick
Newfoundland
Nova Scotia.

First letter should give reference, manufacturers you represent, line sold, territory covered, how often covered, when established, and kind of trade you are selling.

Address Box 209, Hardware and Metal.

WHEN WRITING ADVERTISERS PLEASE MENTION THIS PAPER

SITUATIONS WANTED

LINE WANTED — TRAVELLER 17 YEARS' experience asks for a good line for Quebec and Maritime Provinces. Write A. S., 164 Desfranciscains St., Quebec.

WANTED — BY A THOROUGHLY COMPEtent hardware man with large eperience and fully acquainted with all phases of hardware, also lumber and pulp supplies; good clerical knowledge. Best of references. Married. State salary. Box 357, Hardware and Metal.

PAINT AND VARNISH SALESMAN REquires appointment. Served apprenticeship with English firm. Travelled Canada and Northern States. Age 32. Box 215, Hardware and Metal.

FOR SALE

HARDWARE STOCK AND PROPERTY FOR sale. Town of 800, on Provincial highway, good farming district; $10,000 stock. Retiring from business. Write Box 304, Hardware and Metal.

FOR SALE OR LEASE

BRICK SITE. EXCELLENT CLAY, LARGE DEposit, easily worked, Milton Hersey report. Clay suited for brick, tiles or pottery. Unlimited supply cord wood on property. One mile from Main C.N.R. line, near Moncton. Apply S. B. Anderson, Moncton, N.B.

GOOD, CLEAN HARDWARE STOCK. FIRST-class town and country. Turnover about twenty-five thousand. Stock about six thousand. Good reasons for selling. Have other interests. Box No. 701, Hardware and Metal.

FOR SALE—ONE FORD LIGHT DELIVERY truck made for British Government, used 90 days. $575 F.O.B. Box 299, Hardware and Metal.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, Laprairie (Montreal), Que.

OPPORTUNITIES ARE BEING OFFERED EVERY WEEK ON THIS PAGE. ARE YOU MAKING USE OF THEM?

FOR SALE
SHEET METAL MACHINERY

Practically as Good as New—Used Only a Short Time
CAN BE SHIPPED AT ONCE.

1—Dreis & Krump 8 ft. Steel Brake.
1—B.B. No. 6 Power Combined Ring and Circular Shear, 36" circle.
1—B.B. Power Crimper.
1—B.B. No. 000 Power Rolls, 4" rolls, 48" long (52" sheets).
1—B.B. No. 12 Power Groover with countershaft. 3-16", ¼", ⅜" and ½" grooves.
1—No. 9 Slip Roll Former, 31" x 2" rolls, with iron stand and foot treadle.
1—B.B. No. 1 Cleat, Brace and Corner Iron Beader.
1—B.B. Extra Large Turner with Stand.
1—B.B. No. 2 Beader, 10", with stand.
1—B.B. No. 40 Setting Down Machine with Stand.
1—B.B. Small Burr Machine (encased) with stand
1—B.B. Eclipse Elbow Edging Machine with Stand.
1—Niagara Small Turning Machine (encased).
1—Large Turner Machine.
1—Small Burr Machine.
1—Wiring Machine.
1—No. 4 Groover, 17" Standard.
1—Double Seaming Machine.
1—No. 1 C. Bench Shear, 9" cut.
2—Pair No. 8 Tinners' Snips, Straight.
1—Pair No. 7 Tinners' Snips, Straight.
1—Pair No. 8 Tinners' Snips, Curved.
1—Pair No. 7 Tinners' Snips, Curved.
10—Hand Groovers.
1—Raising Hammer.
1—No. 1 Beakhorn Stake.
1—Needle Case Stake.
1—Blow Horn Stake.
1—Half Round Stake, 2" face, 20" long.
1—Large Square Head Stake, 3½" x 5½".
1—Creasing Stake with horn.
1—11" Hatchet Stake.
1—16" Hatchet Stake.
1—Candle Mould Stake.
1—Round Head Stake, 2¼" dia.
1—Round Head Stake, 1¾" dia.
3—Hollow Mandrel Stake, 40" with bench fasteners.
1—Double Seaming Stake.

If you require any of the above machines or tools it will pay you to get in touch with us without delay. The machines are all in perfect order (barring the exterior finish) and can be purchased away below to-day's prices.

CANADIAN STOVES LIMITED
GRIMSBY, ONT.

HARDWARE AND METAL

is now the only weekly hardware paper in Canada, and is read by practically every worth-while buyer, both wholesale and retail in Canada. HARDWARE AND METAL is the logical medium to use if you have a message for the Canadian hardware trade.

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

J. J. Turner & Sons Limited
PETERBOROUGH, ONT.

PICKS

No. 5

Made of best high-grade, open-hearth steel, hammer forged and correctly tempered. Finished in black with polished points.

THE WARREN TOOL & FORGE COMPANY
234 Criswold St. Warren, Ohio, U.S.A.

PLUMBS **SAND'S** LEVELS

Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

Canadian Branch:
CAMPBELL AGENCIES, McKinnon Building
TORONTO, ONT.

Standard Tube & Fence Co., Ltd.
Manufacturers of
STEEL TUBING—
Butted and Welded, for structural work and all kinds of manufacturing purposes. Sizes ⅜" to 2", 14 to 20 Gauge.
Galvanized Wire and Woven Wire Fencing.
Steel Tube Fence Posts, Farm Gates, etc.
WOODSTOCK ONTARIO

PIPE STRAPS
(Electro-Galvanized)

Assorted Sizes
¼ inch to 3 inch

Also
Metal Stamping for Manufacturers
WALTER H. WICKWARE
53 Booth St.
OTTAWA CANADA

PARIS
REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION SCREEN AND STORM DOORS
RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION
Sanderson-Harold Company, Ltd.
PARIS, ONTARIO

WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

SHEFFIELD CUTLERY

H.R.S & Co.
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Henry Rogers, Sons & Co., Ltd.
Estab'd. 114 Years
SHEFFIELD AND WOLVERHAMPTON ENGLAND
Representatives: Harry F. Moulden & Son, Winnipeg

If interested, tear out this page and keep with letters to be answered.

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LUFKIN SPRING JOINT WOOD RULES

Made in Canada

THE LINE YOU SHOULD CARRY
EXCELLENT ASSORTMENT

ASK YOUR JOBBER
PROMPT SERVICE

Flexible, tough sections, with brass-plated joints smooth-working yet firm and hold the rules up properly to their work.

FOLDING END HOOK ATTACHMENT

This is an improved and exclusive feature supplied on any of *LUFKIN* Spring Joint Rules at a fraction of additional cost. Just the thing for taking measurements out of arm's reach. Handy for any work.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

O.P.W.

Trade Mark Registered

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is for O.P.W. traditions—time-tested and thoroughly trustworthy, these treasures of the trade teem with tip-top talking points that tempt the townsfolk to try them. The O.P.W. team tells the trade a thrifty tale through the thriving totals tallied by the cash-register.

"Save the surface and you save all" *Paint & Varnish*

"Paints and Varnishes for Every Purpose."

For Spring Painting

In the Spring everyone's fancy turns to Spring cleaning and the general restoring of the home for the new season. Painting follows cleaning as logically as day follows night. There's a lot to be done; the house, the porch floor, the fences, the garage, the automobile and various inside jobs of varnishing and touching up.

Order Now!

Don't wait for the salesman; your order will receive exactly the same careful attention if sent direct. If your stock isn't sorted up at once, you'll be losing sales and profits every day. Sort up now! Be systematic! Make a list of all the articles that people paint in the Spring—inside the house and out—then order. Write, 'phone or wire to-day!

If you're not already handling O.P.W. Products,
Let us explain the Dealer-Agent Plan.

Ottawa Paint Works Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

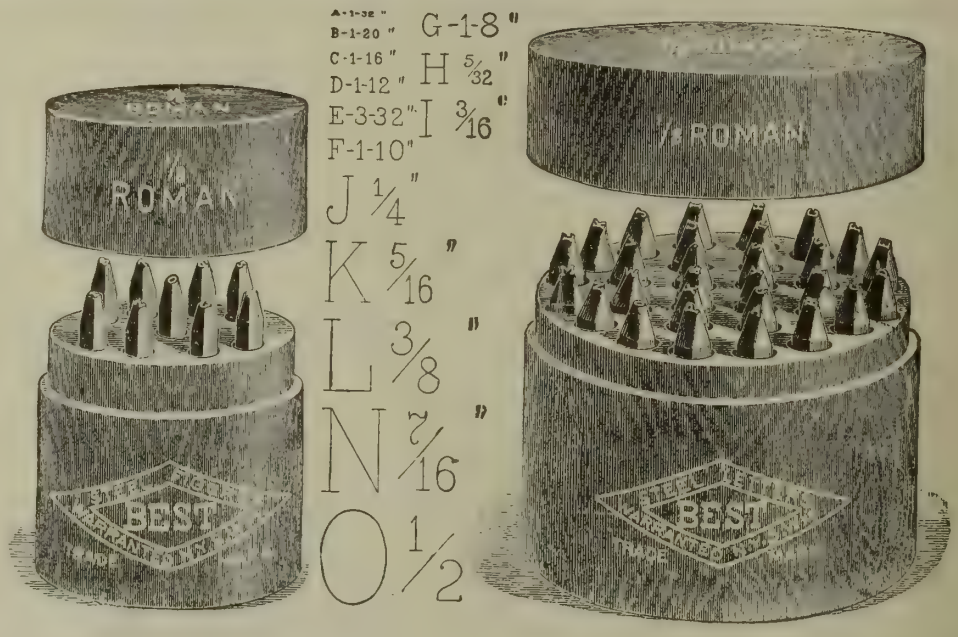
STEEL LETTERS AND FIGURES

AS THEY SHOULD BE
ARE MADE BY

THE NEW YORK STENCIL WORKS

HAND MADE

GOTHIC STYLE



MACHINE MADE

ROMAN STYLE

Unsurpassed for stamping soft steel, mild steel, wrought iron and malleable iron.

Also brass, tin, zinc, wood, aluminum and substances not of a finely hardened character.

Made of carefully drawn, hardened and tempered steel.

For ordinary stamping purposes they should last indefinitely.

Made in sizes 1-32 to ½ inch.

Each set packed in a neat wooden box with separate space for every character.

New York Stencil Works steel letters and figures also are put up in hardwood cabinets, nicely varnished, which are just the thing for counter display.

WIEBUSCH & HILGER, LTD.

106-110 LAFAYETTE ST. - NEW YORK CITY, N.Y.

Canadian Selling Agent

JAS. GERARD KERR - 411 ST. NICHOLAS BLDG., MONTREAL

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII. No. 23. THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA JUNE, 5, 1920

FILE COPY FILE COPY

"Save the surface and you save all" - Paint & Varnish

A Chart demonstrating the Best admixture of Paint ingredients for efficacy and Service

White Lead	Zinc Oxide	Reinforcing Material	Results: Chalking	Results: Checking	Exposed At	For
33	33	33	Slight	Slight	Atlantic City	3 yrs.
40	33	27	Medium	Very Slight	Washington	3 yrs.
44	33	23	Slight	Slight	Atlantic City	3 yrs.
40	40	20	Slight	Slight	Pittsburg	2 yrs.
62	25	13	Very Slight	Very fine	Arlington	3 yrs.
55	45	....	Considerable	Slight	Washington	3 yrs.
75	25	....	Considerable	Slight	Atlantic City	2½ yrs.
100	....	....	Heavy	Slight	Atlantic City	2½ yrs.

These tests prove the theory upon which Crown Diamond Paints are constructed

What is Paint? What is Pure Paint?

THE Standard of purity is that combination of paint ingredients through which the fullest degree of efficiency and service are obtained.

Exhaustive scientific research and severe tests have proven that Crown Diamond Paints combine all the essential features necessary to give the highest results in economy and service.

Therefore if you want the *highest standard of purity* in paint -- a thoroughly practical paint -- you will find it in

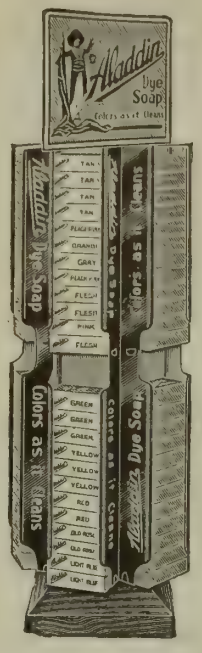
CROWN DIAMOND PAINT

Manufactured by

McARTHUR, IRWIN, LIMITED

ESTABLISHED 1842 MONTREAL

Distributors of Crown Diamond Paints Stewart & Wood, Limited, Toronto; W. B. Dalton & Sons, Kingston; Crowell Bros., Halifax, N.S.; Robertson, Foster & Smith, Limited, St. John, N.B.; Farquhar & Gill, Vancouver, B.C.



People like to turn things — women, when they see this stand on your counter, will instinctively give it a turn. With each turn, a new color suggestion comes into view — and a sale will thus often be made while you are selling another customer.

This Revolving DISPLAY STAND

Will Do the Selling for You

LET this silent salesman sell Aladdin for you—put it on your counter and watch results.

The Stand is given free with your first order for 1½ gross Assortment of Aladdin. As the cakes begin to go, you fill up the blank compartments with the needed colors, from your reserve stock of Aladdin.

When you order your first assortment of Aladdin be sure to ask for one of these Stands. They are substantially built of steel in mahogany finish—2 feet 4 inches in height and 7 inches wide—a really attractive Counter Novelty that will harmonize with the fixtures of the finest of stores.

Order an assortment of this Wonderful new Dye Soap. It will prove one of the best sellers you ever welcomed to your store.

In ordering, mention name of jobber through whom you wish order filled.

Channell Chemical Company Limited

TORONTO

Distributors

Aladdin Dye Soap

HARDWARE AND METAL, June 5, 1920. Volume XXXII., No. 23. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

For t

Quality in farm tool
appreciates tools tha

Samson Farm Tools
first in point of se
attracts immediate a

The handles are c
selected second gro
and shaped to give j
ease when in use.

The tines are of
tempered steel,
farming tools, ar
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SA
FARM

H. S. HOWLAND,
TOR

If interested, tear out this page

eep with letters to be answered.

An Old Reliable Sa

"Canad

Flexit
Door

Cannot Jur

The "Canada" runs smoothl
and easily on anti-friction
steel roller bearings, using th
same track as our famou
"National" Hanger.

Commercial conditions invit
liberal stocking of Builders
Hardware for a record-break-
ing building season—Canad
has issued Building Permits fo
$60,000,000 worth of work
C. S. G. Co. Garage Hardware
will be a wise choice in antici-

Drop Us a l

Canada Steel G
Hamilton

If interested, tear out this page a

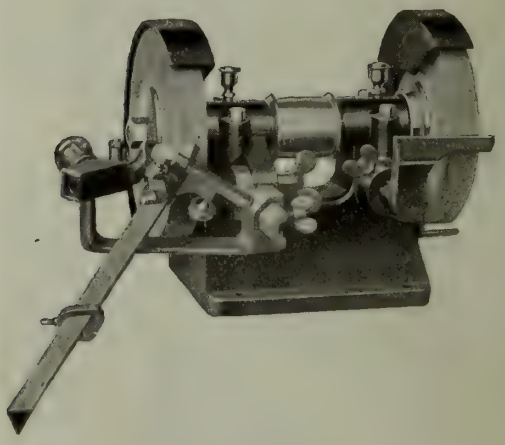
GRINDERS

TOOLS

t Workmanship

HERE quality workmanship and service are most sought after by the mechanical trades, there you are most to find American Quality Tool Grind- eferred because of their accurate de- areful construction, great strength and ance.

parts for American Grinders are sel- eeded, this factor making the sale of machines a profit and prestige-builder th jobber and dealer.



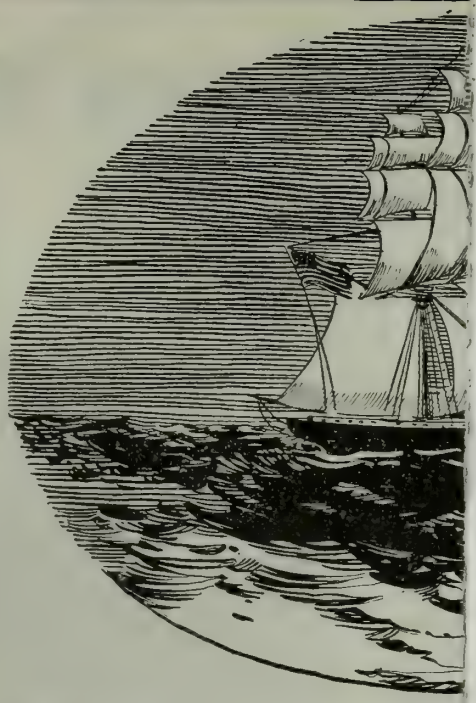
American No. 75 Power Grinder with Bronze Bearings

DER MFG. CO.

EE, WIS.

s Agents :

ation Life Bldg., Winnipeg, Man.



WHEN THE "SOV BROKE THE

FOLLOWING shortly California in 1849, ca ships. Long, narrow and bows, these ships establis oceanic service.

The "Sovereign of the Seas" r all previous records, while some nautical miles in 24 hours.

But their speed was not due en to the daring of their skippers, and foul with all sail set, and to sails and rigging, for many of the

The day of the sailing ship is lon its place. Plymouth is serving the century ago, for today, as yesterday can trust.

PLYMOUTH COR
North Plymouth, M

PLYMOU

If interested, tear out this pag

FRONT DOOR SET

r BRONZE

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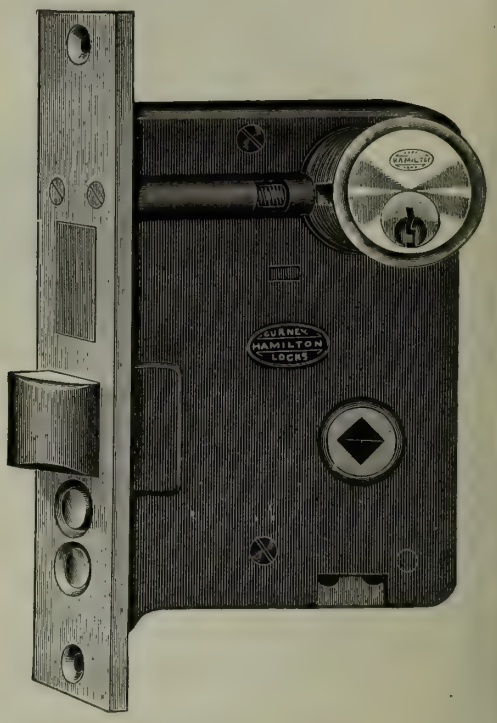

Lock No. 1967

J

nt and Inside Door
s, Simplex Transom
and Bit Key Locks
ght Latches or lines
atalogue No. 14 of
vare.

nada

IEATER CO., LIMITED
TO
LIMITED, HAMILTON, ONT.
MONTREAL.

SSFUL MANUFACTURING"

innipeg. Mr. W. G. Chester, Hamilton, St., Vancouver.

ep with letters to be answered.

Quality

Make Perm

WILT tools make good w
Mechanics search for t
boost WILT tools. The n
mands WILT products.
that WILT tools cut fas
quire less power and les
service, and cost no more

Competition and the increa
make Quality Tools essen
WILT your customer won't
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TOOLS **are** sold.

"Where there's a WI

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Walkerville

If interested, tear out this page

pe Oil Stove
r Profits

handle "Red Star" Detroit
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lmost every housewife is
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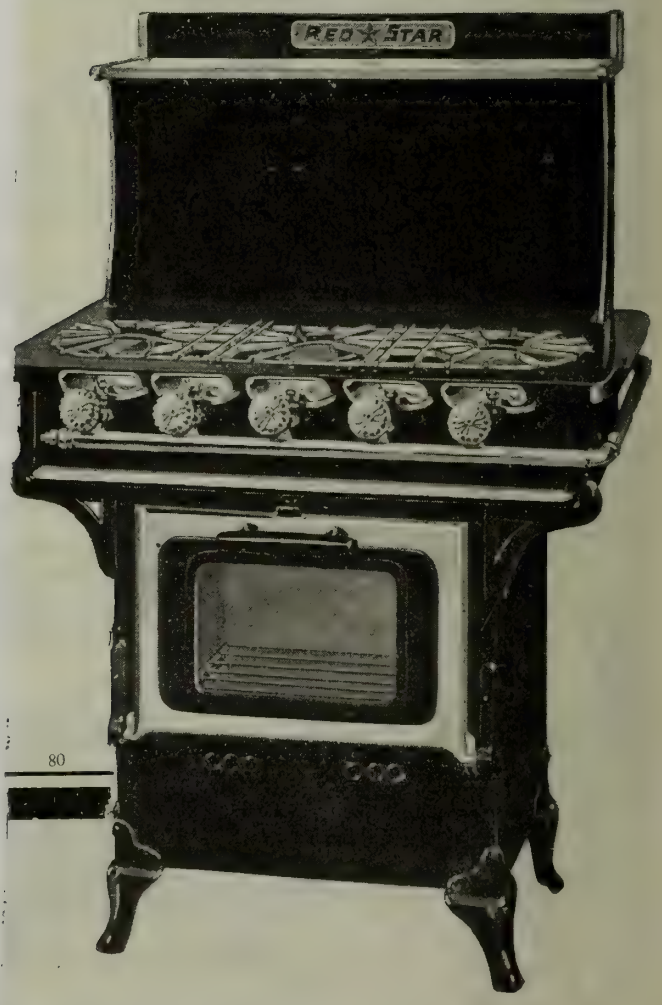
slightest difficulty is ex-
r's quota of Red Star stoves.

STAR

il Stove



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eep with letters to be answered.

The Finish He
To Make Sales Ea

Goodell-Pratt, the Toolsmiths, are constantly commended by dealers for their policy of putting an extra high-grade finish on each tool of the more than 2000 different tools this Company produce.

This really superior and uniformly distinctive finish gives Goodell-Pratt tools more definite character and greater attractiveness for the window and counter. It guarantees beyond any doubt the endurance of these tools in use. It adds much to the mechanic's pride of possession. It certainly increases their sale among house owners and men who drive their own cars.

Last, but not least, it firmly identifies the entire Goodell-Pratt tool line and the Toolsmith Store where that line is carried.

Goodell-Pratt tools are finished in trim red and black wherever an iron surface will take the paint; the steel is beautifully polished in contrast; and the full quality of the wood and grain in handles and similar parts is always brought out.

Even when customers don't look for Goodell-Pratt tools, they always look at them with admiring interest.

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

If interested, tear out this page

way of handling counts

prevents forgetting to charge goods sold account.

prevents neglecting to credit money paid account.

gives each charge customer a statement of ount on every purchase.

protects every credit record until it is d in full.

saves time, work, and worry. It stops ks and saves profits.

y of handling credit accounts

pany of Canada, Limited

FILL OUT THIS COUPON AND MAIL TO-DAY

. 25, The National Cash Register Company of Canada, Limited, 97 Pelham Ave., Toronto, Ontario:

ease give me full particulars about the N. C. R. Credit File way andling credit accounts.

e .....

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ress .....

p with letters to be answered.

As if the customer were yourself

STEP into your own store some day as if you were a total stranger.

Imagine yourself a customer for some such item as a ¼-20 GTD hand tap which you've seen advertised and expect a good store to carry.

Could *your* store make good? Would they know what a ¼-20 GTD hand tap is? Where to find it at once? And how to explain its particular and especial features if you as a customer hesitated about buying it?

If they can do that, it's real merchandising.

Try this little test some day. Look in at yourself from the other man's viewpoint. Get out of the parade and watch yourself go by. It may give you a jolt or two and it may *also* put your stock and your store's selling ability a peg or two ahead—where you'd like it to be.

P. S. *If* your experience shows any incompleteness of your GTD stock or information, our Pocket Size Catalog No. 40 will set you on the proper road. Use the coupon.

Little Giant

WELLS BROS.

Company of Canada Ltd. Galt, Ontario

Canadian Plant of the Greenfield Tap & Die Corp

World's Largest Manufacturers of Screw Cutting Tools.

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

WELLS BROS. of Canada Galt, Ontario

Send latest No. 40 catalog and put our firm on your mailing list to receive information about your threading tools whenever issued.

Name of person _____

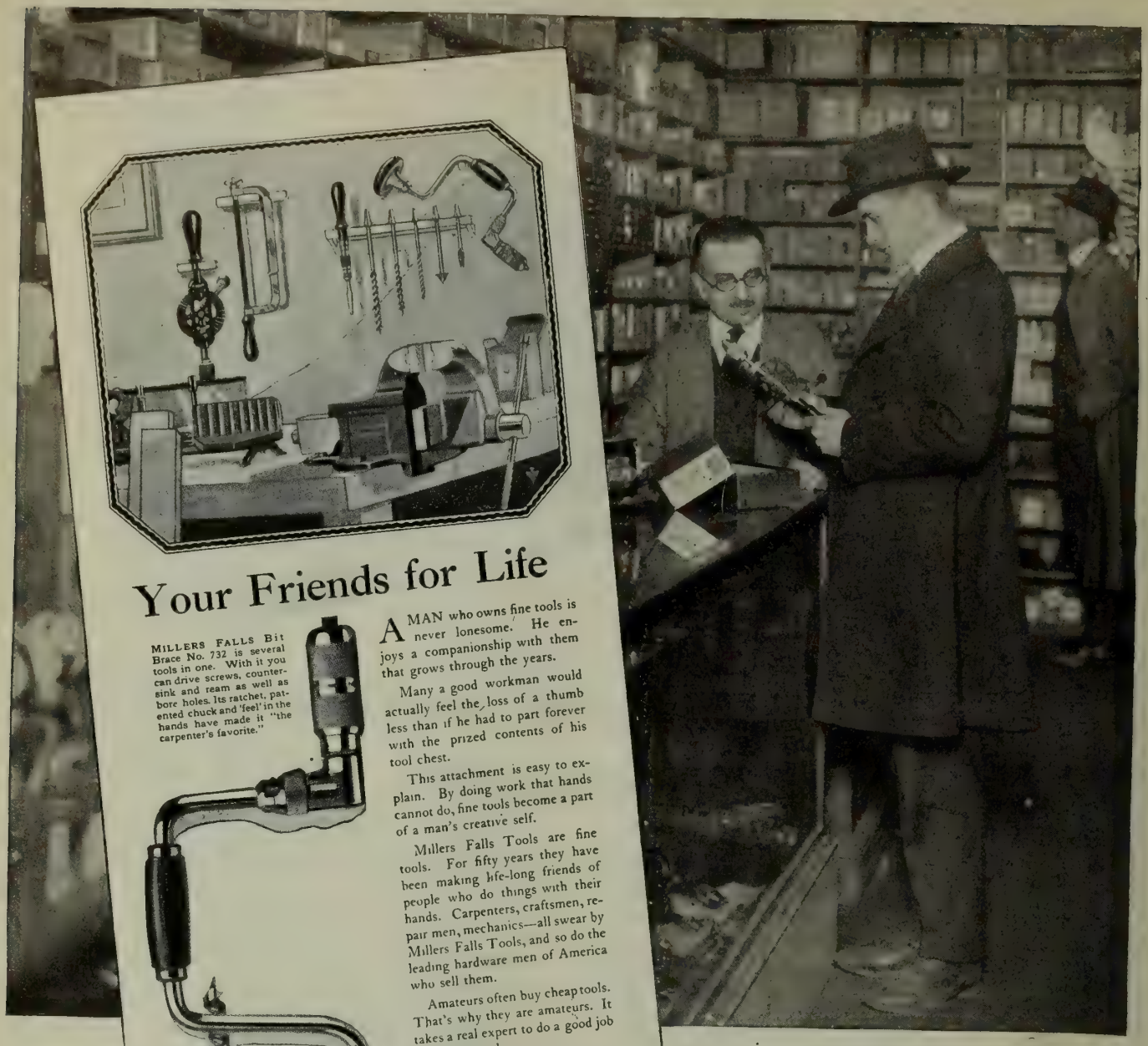
Firm _____

Address _____

H&M205

SEND—*for our No. 40 catalog (pocket size) and other information. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.*

If interested, tear out this page and keep with letters to be answered.



Your Friends for Life

MILLERS FALLS Bit Brace No. 732 is several tools in one. With it you can drive screws, countersink and ream as well as bore holes. Its ratchet, patented chuck and 'feel' in the hands have made it "the carpenter's favorite."

A MAN who owns fine tools is never lonesome. He enjoys a companionship with them that grows through the years.

Many a good workman would actually feel the loss of a thumb less than if he had to part forever with the prized contents of his tool chest.

This attachment is easy to explain. By doing work that hands cannot do, fine tools become a part of a man's creative self.

Millers Falls Tools are fine tools. For fifty years they have been making life-long friends of people who do things with their hands. Carpenters, craftsmen, repair men, mechanics—all swear by Millers Falls Tools, and so do the leading hardware men of America who sell them.

Amateurs often buy cheap tools. That's why they are amateurs. It takes a real expert to do a good job with poor tools.

But whether amateur or expert—select Millers Falls Tools. They will be your friends for life.

MILLERS FALLS COMPANY
MILLERS FALLS, MASS.

MILLERS FALLS TOOLS

"You're No Stranger!"

Insert shows ½ page advertisement from the May 29th SATURDAY EVENING POST

ALLS TOOLS

If interested, tear out this page and keep with letters to be answered.

"You're No Stranger!"

—is what this new customer is saying to the drill being shown him. He recognizes it as a reliable old friend from Millers Falls. Its brother tools from Millers Falls—hack saws, braces, augur bits, mitre boxes, vises, and more—all have served him well. Like a friendly face in a strange land, the sight of this Millers Falls tool gives him confidence in the dealer's knowledge of good hardware.

Millers Falls tools are friendly tools. Their strength sureness, ease of operation, make them real partners with skilled workmen.

This is the message of a campaign of national advertising for Millers Falls tools appearing every four weeks in the *Saturday Evening Post*. Thousands of men, who like to work with their hands, will learn of this line of tools. If your store is Millers Falls headquarters, it will be their source of supply for many items of house and garage hardware as well.

Let Millers Falls tools make friends for *you*.

MILLERS FALLS COMPANY

MILLERS FALLS, MASS.

Sole Distributors of Star Hack Saw Blades

If interested, tear out this page and keep with letters to be answered.

AD-EL-ITE
T.M. REG. U.S. PAT. OFF.
MOTOR
CARBON
REMOVER
ADAMS & ELTING CO.

Sells Quickly and Stays Sold

AD-EL-ITE Motor Carbon Remover is an automobile necessity. It contains no waxes, acids, alkalis or turpentine, and is the safest way to remove carbon from automobiles, trucks, motor boats, tractors, motorcycles, farm engines, etc.

Stops knocks and saves expensive repair bills. No lay up. Different in action from anything else for the purpose.

A big seller. Each dozen half-pint cans in handsome drop front, counter display case, and circulars supplied with orders. Full line Automobile Paint and Varnish Specialties.

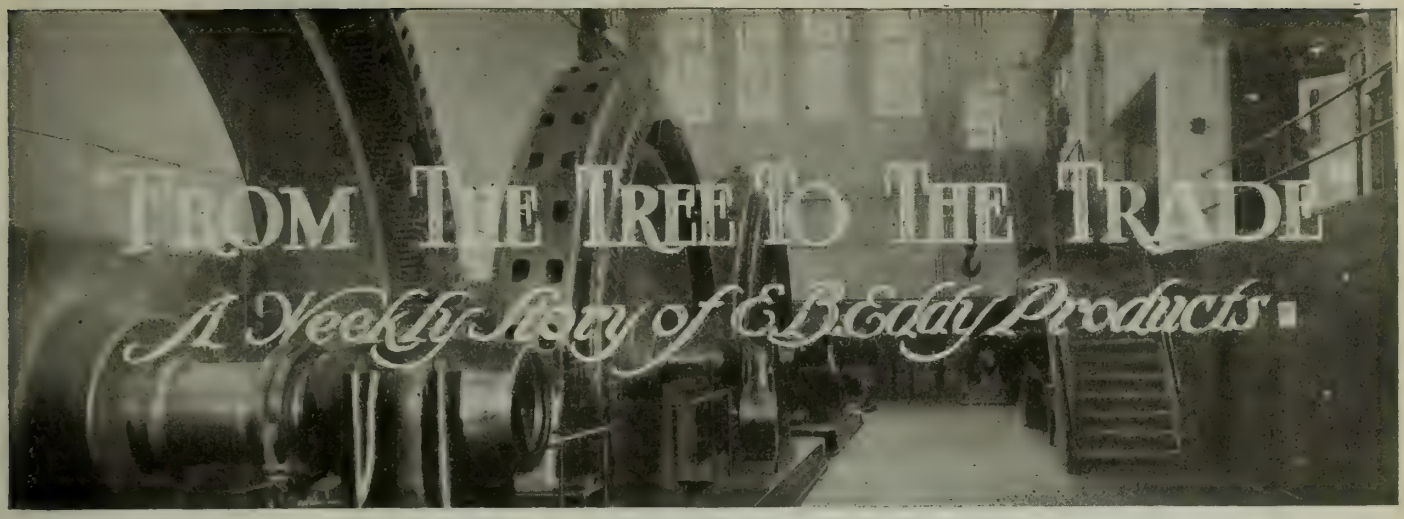
ADAMS & ELTING COMPANY

17 Adelaide St. East **TORONTO**

FREE

Send for valuable free book "Auto Troubles Cured."

If interested, tear out this page and keep with letters to be answered.



Story for Week Dated June 5, 1920. **Being No. 8 in the Series**

Matches That Burn Bright and Sure But Go Out Free From Spark or Glow

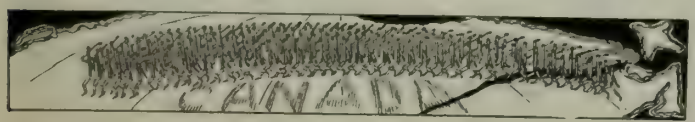
A MAN strikes a match and lights his pipe. There is a big, hot flame that does the work to perfection. He shakes out the flame and drops the match on the wooden floor at his feet, amongst sawdust, papers, or shavings. It falls there dead, black out, cold, and entirely freed from fire risk.

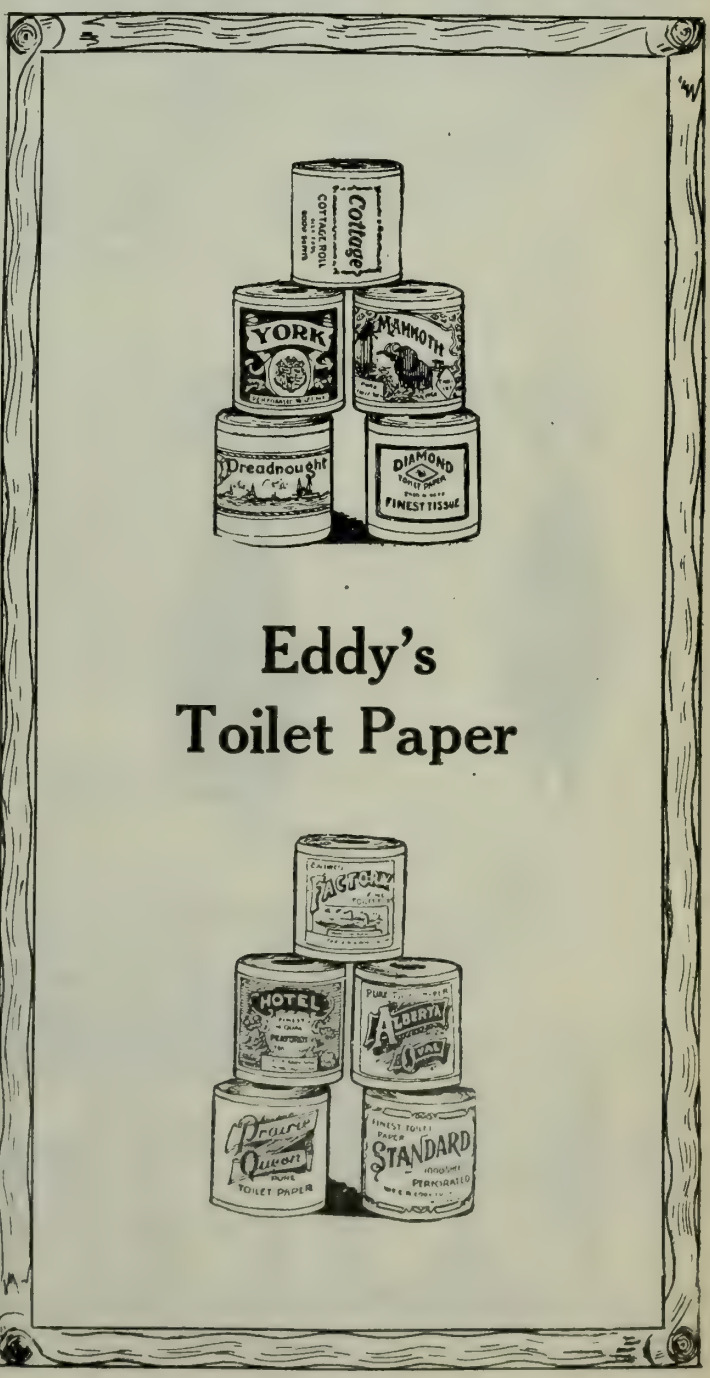
That is an Eddy match, chemically self-extinguishing.

How is it done? How is the fire-peril taken from the match without impairing the fine flaming quality that makes it a good, serviceable pipe-lighter? Very simply, but the Eddy Company spent years of research, and many a dollar to secure that perfection of match-service plus match-safety that means the saving of millions to Canada through reduction of fire-losses.

Those specially selected blocks of match-wood about which you have read are carefully kiln-dried before they go to the great machines which convert them almost at one stroke into completed matches. Held in a vice-like clutch, they meet the swift attack of a many-edged cutter which makes them instantly into headless matches. Held firmly like bristles on a wide-travelling belt of metal, they plunge down a steep slope into the bath of chemical that makes the dry wood self-extinguishing. Up they sweep into the fine, dry air of the match-factory, and down again into the bath that makes them sure to flame on striking. On they march a headless army, but in a moment more they dive again into the thick paste of "sesqui" that adheres to form their heads.

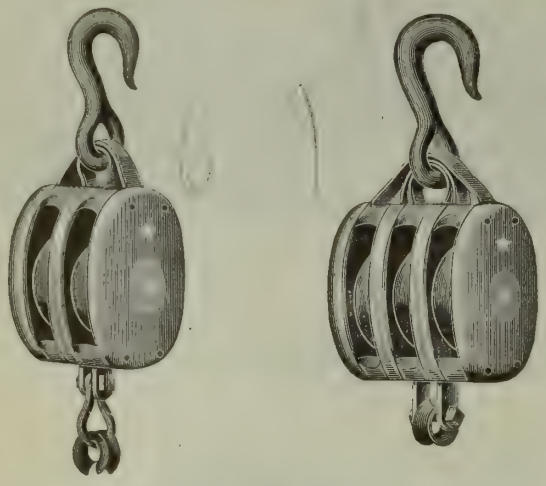
Now they are real matches, but moist and clammy after their baths. To dry off they have a procession in graceful curves up and over and under the big revolving wheels of the mighty match-making machines that marshal them along seventy million strong every working day of the year. And then they go in a perfect torrent to the girls who box them.





LARGE STOCK

PULLEY BLOCKS



LOOSE HOOK
WOOD SHELL
BLOCKS

EITHER PLAIN OR
PATENT BRUSHED

JAPANNED OR GALVANIZED
TRIMMINGS

STEEL PULLEY BLOCKS

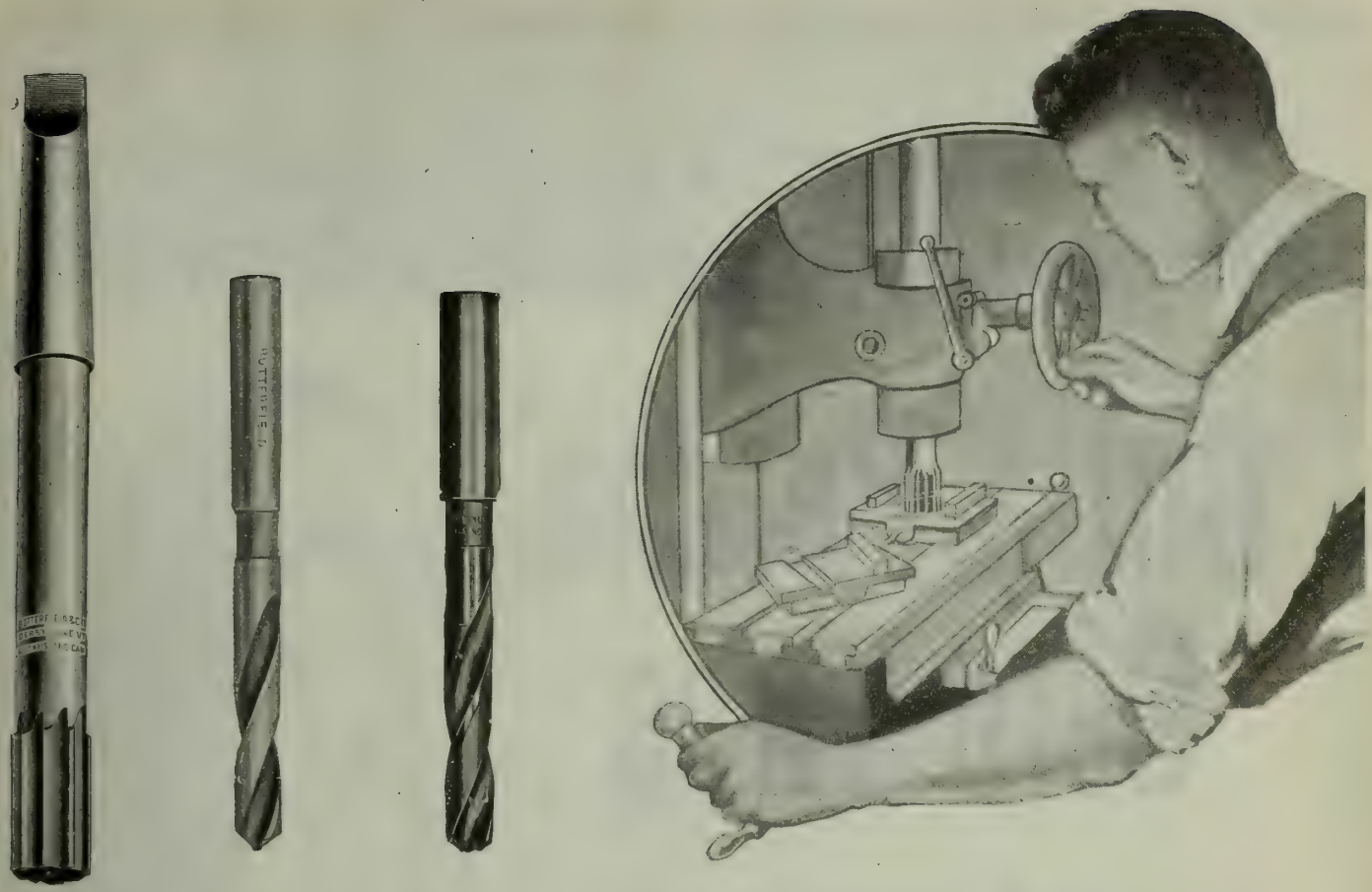
LIGHT OR HEAVY PATTERNS

MANILA ROPE—COIL CHAIN

Caverhill, Learmont & Co.

MONTREAL

If interested, tear out this page and keep with letters to be answered.



Accuracy that Assures Sales

Precision and speed as well as accuracy are well known attributes of Butterfield Tools. The machinist respects these well-liked tools for their mechanical excellence. The hardware merchant has long since accepted as a matter of course Butterfield supremacy in sales, established by their unshakable position in the esteem of the mechanical industries.

Butterfield & Co., Division
Union Twist Drill Co.

Rock Island **Quebec**

FOREIGN REPRESENTATIVES: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R. A.

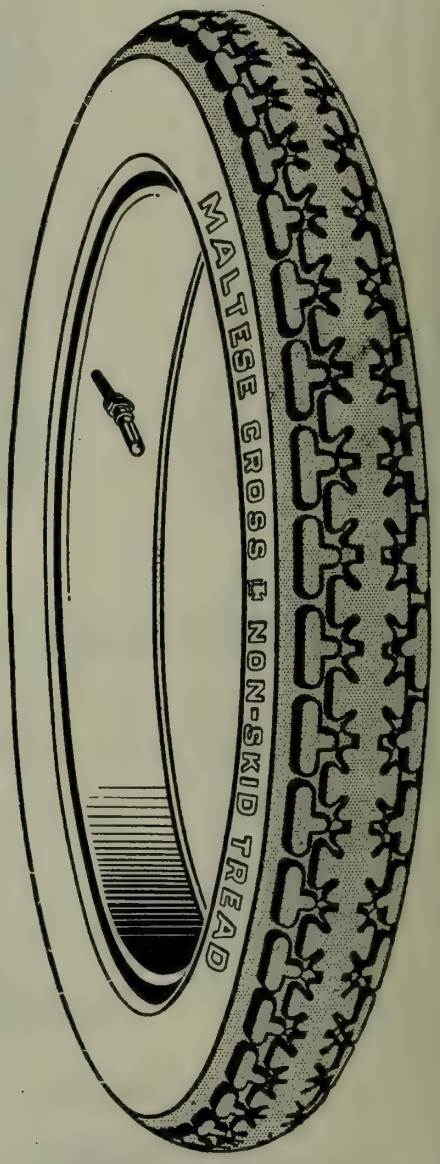
BUTTERFIELD

If interested, tear out this page and keep with letters to be answered.

Sell Cords to Your Customers — — they give Super Service

"Gutta Percha" Cord Tires

A motorist looks for care-free, trouble-proof tires. Gutta Percha Cords give unusual satisfaction. The superior quality of cords is easily apparent. The tough strands of cord mean miles and miles of trouble-free driving. Win the good-will of the motorists in your locality by selling them Gutta Percha Cords.



CROSS TREAD

"The Tires That Give Satisfaction"

Gutta Percha & Rubber, Limited

Head Offices and Factory: Toronto

BRANCHES: HALIFAX MONTREAL OTTAWA FORT WILLIAM WINNIPEG REGINA SASKATOON EDMONTON CALGARY LETHBRIDGE VANCOUVER VICTORIA

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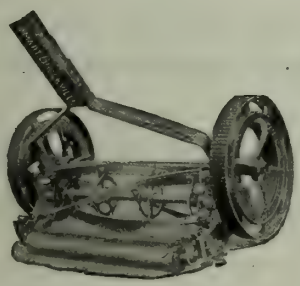
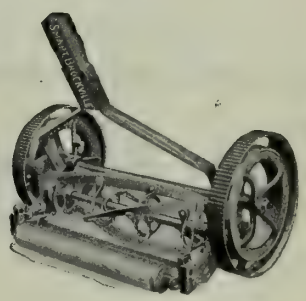
CANADA
FOUNDRIES & FORGINGS
LIMITED

THE MOWER THE NEIGHBORS WANT TO BORROW

BROCKVILLE



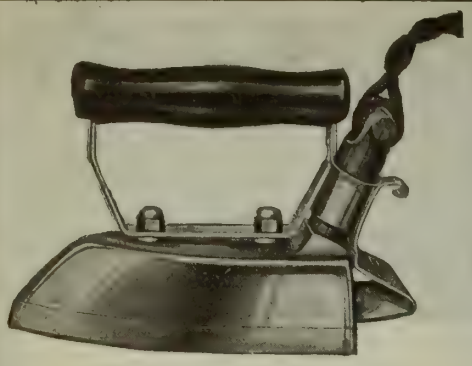


ALSO MAKING OTHER THINGS FOR THE LAWN

NOW SHIPPING FROM STOCK

JAMES SMART PLANT
BROCKVILLE, CANADA

If interested, tear out this page and keep with letters to be answered.



Cat. No. 106
Model "B" 6-lb. Iron

National
ELECTRIC

Model "B" 6-lb. Iron

The *National* Electric Model B Iron is the most efficient iron manufactured, being a perfectly balanced and evenly heated iron.

If you want a quality iron that stays in service, buy *National.*

Write for Our Latest Discount Sheet and Proposition

The National Electric Heating Co., Limited
Toronto, Canada

The Hart Battery Agency Pays Well

Due to their rugged construction and ability to "stand up" under practically all conditions, Hart Batteries have become popular with motorists. Agents are reporting greatly increased sales. You can make money handling this superior battery. Write for prices and terms to dealers.

Expert Vulcanizing

Vulcanizing must be done by an expert to be satisfactory. Send in your work—we'll do it thoroughly and satisfactorily. Estimates given before work is commenced if desired.

Samuel Trees & Co., Limited

42 Wellington St. E., Toronto

If interested, tear out this page and keep with letters to be answered.

NOW READY

This is not an ordinary catalogue, such as you may see every day, but a real information book illustrating and describing the leading and the most profitable lines of automotive equipment, that the dealers sell every day.

Get Your Copy

For the protection of the trade in general, please use your letterheads in writing asking for this catalogue.

RENAUD MOTOR SUPPLY LIMITED

326 East St. Catherine St.
MONTREAL

Sell Files Without Effort

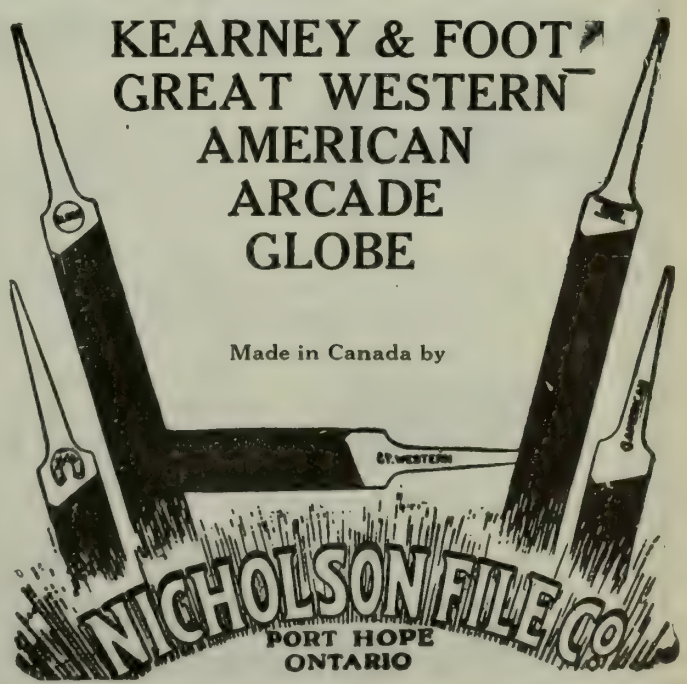
You can spend time explaining to customers why an article is "just as good," or you can offer them an article that they know to be of standard quality.

It isn't hard to decide which is the most profitable to you, however.

Famous Five Files have been the standard for over fifty years. Practical users know them as such by experience.

Then specify them when you order from your jobbers, and keep your stock complete. We carry big reserves, that orders may be filled promptly.

The Famous Five are:



If interested, tear out this page and keep with letters to be answered.

WILLIAMS' "VULCAN" DROP-FORGED SAFETY LATHE DOGS

THEY are guaranteed for service because they are dependable, and they are dependable because their design is right; their material is the best for the purpose that can be bought; their workmanship is the result of the skill obtained during nearly half a century in the production of superior drop-forged tools.

Williams' "Vulcan" Safety Lathe Dogs are built for a life-time of strenuous service and provide absolute safety for the operator at the same price as the old-style, dangerous dogs with projecting screw.

Dogs that are safe to use are safe to sell. Booklets with your imprint if desired.

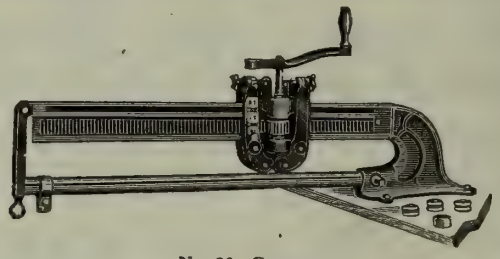
J. H. Williams & Co.,

"The Drop-Forging People"

30 S. Clinton St. CHICAGO, ILL. | 30 Vulcan St. BUFFALO, N.Y. | 30 Richards St. BROOKLYN, N.Y.

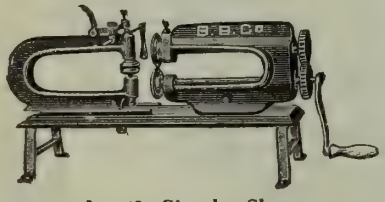
W. BRUCE CAMPBELL, Western Canadian Agent
30 Confederation Life Bldg., WINNIPEG, CAN.

B B Co LTD.



No. 30—Groover

B B Co LTD.

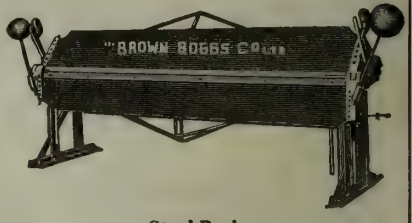


No. 22—Circular Shear

Are You

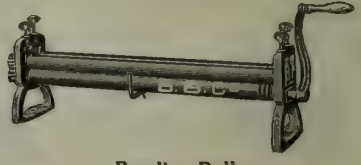
using up-to-date tools or are you losing contracts on account of high labor costs.

The solution is **Install BB Tools,** which give you the maximum production at the **Lowest Cost.**



Steel Brake

Tin Folder



Bending Rolls

The Brown, Boggs Company, Limited

HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery

If interested, tear out this page and keep with letters to be answered.

(ALLOYED UNDER THE STANLEY PROCESS)

LIONROYAL BABBITT

Standardized in
quality and price---
with protection
to the Jobber.

BABBITTS
SOLDERS
PHOSPHOR TIN
PHOSPHOR COPPER
ETC.
LEAD, COPPER, TIN,
SPELTER, ALUMINUM,
& OTHER METALS

BRITISH SMELTING & REFINING CO. LIMITED.
DRUMMOND BUILDING MONTREAL

—it's the way they are made

Speed, accuracy and grip of Jacobs Chucks are the result of scientific engineering and careful workmanship through every phase of production.

To the drill user this means efficiency, convenience, ease of handling and economy in operation.

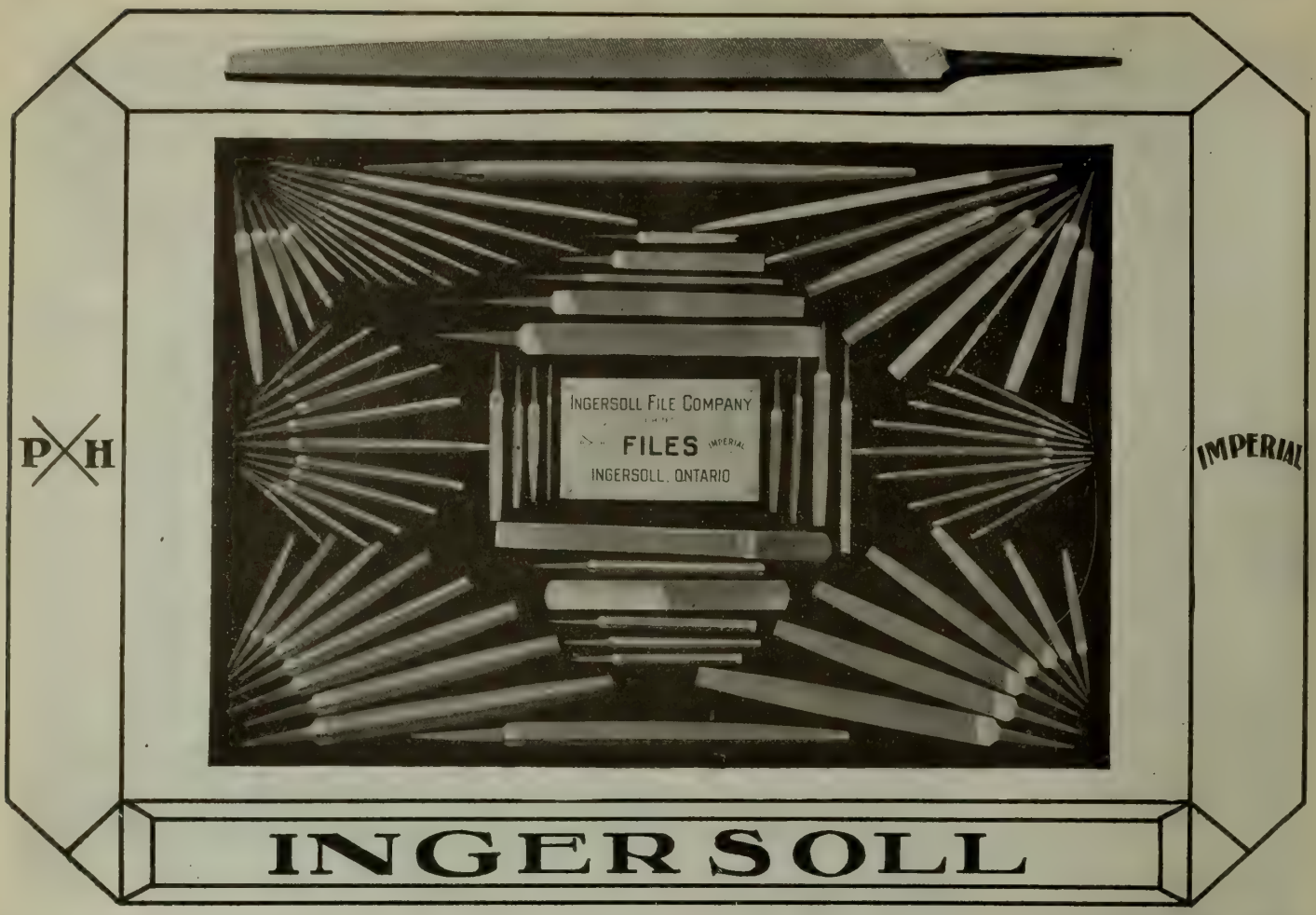
When you are selling your customers Jacobs Chucks, you are selling them better drilling. And that's what they are willing to pay for every time.

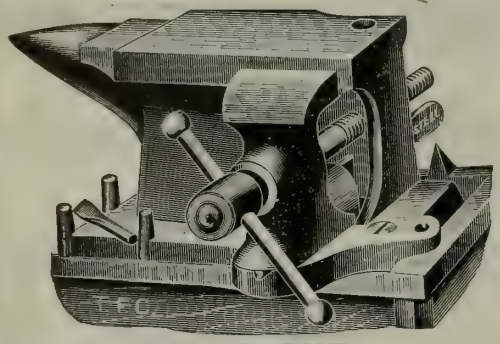
That's why Canadian hardware dealers handling mill supplies have found Jacobs Chucks a most profitable line.

Dept. H. M.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

If interested, tear out this page and keep with letters to be answered.





ANVIL AS ABOVE
Anvil, chilled face, size 4" x 2½", jaw 2"—one C.S. chisel and punch packed with each.

ANVIL SHOWN LOWER RIGHT HAND CORNER
Combined anvil and vise with steel pipe vise jaws, length of face, 6" and 3" jaws.

HANDY COMBINATION ANVIL AND VISE

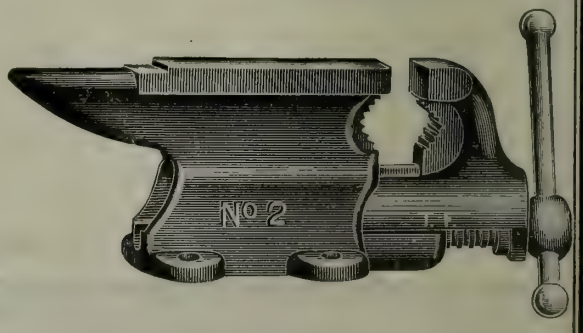
TIME AND LABOR SAVER

Modern workshops require labor and time-saving equipment. A T-F combination anvil and vise gives the worker the benefit of several tools for the price of one. All parts are made from selected materials, specially tempered and are easily and quickly adjusted—no bolts or screws to get lost or become rusty. Write us for prices.

Taylor-Forbes Co., Limited

Head Office and Works:

Guelph, Ont.



TAYLOR-FORBES CO., LIMITED,
246 Craig St. W., Montreal.
H. C. ROGERS, LTD.,
147 Prince William Street, St. John, N.B.

TAYLOR-FORBES CO., LIMITED,
1070 Homer Street, Vancouver.
H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.

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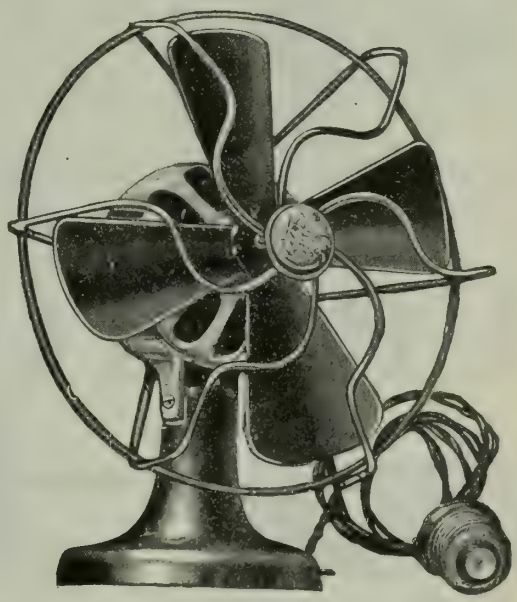
THE POLAR CUB ELECTRIC FAN

Made in 6" size - $ 9.50 retail
Made in 9" size - $16.50 retail



Saturday Evening Post advertising commences this month—link up with the campaign by having a good stock

ORDER NOW

THE
A. C. Gilbert-Menzies Company, Limited
439 King St. W. TORONTO

Manufacturers of Gilbert Steel Construction and Educational Toys, Agents for Gilbert's Fans, Motors, Vibrators, Sewing Machine Motors, etc.

SEND FOR CATALOGUE OF OUR NEW WIRELESS OUTFITS FOR BOYS AND YOUNG MEN

"FROST RIVER" REFRIGERATORS

Made of Sheet Steel Galvanized

The exterior Japanned French Grey, beautifully finished with decorated panels and corner scrolls.

The Food Chamber is coated with white enamel, thoroughly hardened and baked on in high temperature oven.

All inside parts removable.

Drip pipe for waste water is carried outside the body, and does not run through the Food Chamber—and is very easily cleaned.

Made in three sizes, the largest with double doors.

Get your orders in now and ensure prompt shipment.

The Thos Davidson Mfg Co Limited

Head Office : Montreal

Branches :
Toronto and Winnipeg

Steel Foundry Division :
Lachine Canal, Turcot

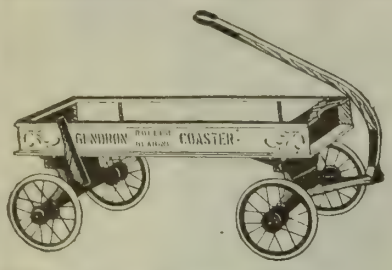
DAVIDSON'S PREMIER MADE IN CANADA THE SEAL OF DURABILITY

DAVIDSON

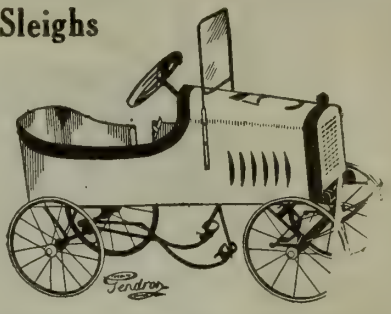
If interested, tear out this page and keep with letters to be answered.

THE GENDRON MFG. CO., LTD., Toronto, Canada,

Makers of Children's Vehicles, Bathroom Fittings, Sleds and Sleighs



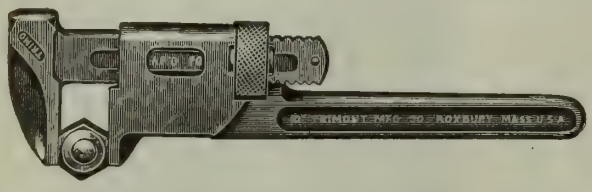
Lines comprise Metal and Wood Body Express Wagons, Velocipedes, Doll Cabs, Go-Carts, Baby Carriages, Carriers, Invalid Wheel and Rolling Chairs, Towel Bars, Soap and Sponge Holders.



The Gendron Mfg. Co., Limited, 137 Duchess Street, Toronto, Canada

TRIMO

The Trimo Pipe Cutter can be converted into a one-wheel or three-wheel cutter by substituting wheels for rolls or rolls for wheels. When making changes care must be taken to replace cotter pins which must always be in place to give proper service.



The Trimo Monkey Wrench is built for strength, especially adapted for heavy work and railroad use.

Trimont Mfg. Company

Roxbury (Boston) Mass, U.S.A.

SCHOOL BOYS' COAT

The perfect waterproof coat for school and messenger boys. Parents favor its durability and boys say it's

JUST RIGHT

It is a profitable line to carry. The coat protects the boy and the sure sales protect the dealer.

Write for particulars of FISH BRAND WATERPROOF CLOTHING.

TOWER CANADIAN LIMITED
TORONTO

Halifax Winnipeg Vancouver
Coast to Coast Service.

MENDETS
A PATENT PATCH

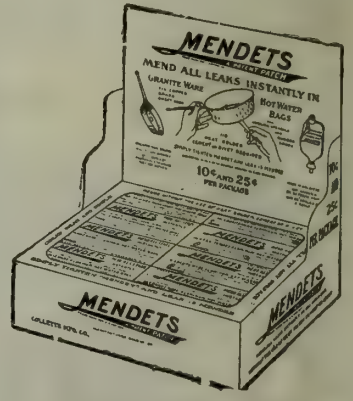
Millions of Boxes Sold

They Sell Themselves

Collette Mfg. Company

Collingwood, Ont.

Your jobber has them



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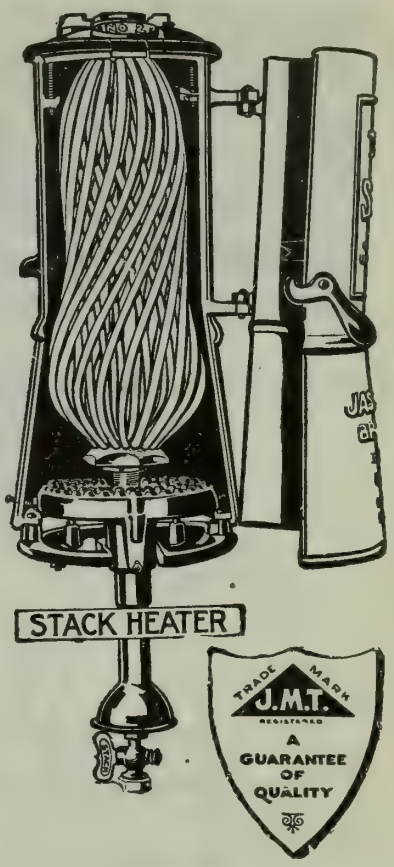
From Cold to Hot in 60 Seconds

STACK HEATER

Take note of the small size and large number of coils; this means quick heat. The numerous small pipes will naturally heat water quicker than one big pipe because of the greater heating surface offered.

You can sell your prospect with certainty when you show him that this dependable heater will heat water in one minute.

Send for a Stack Heater Display Card.



The James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, Toronto, Ontario

"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.

A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

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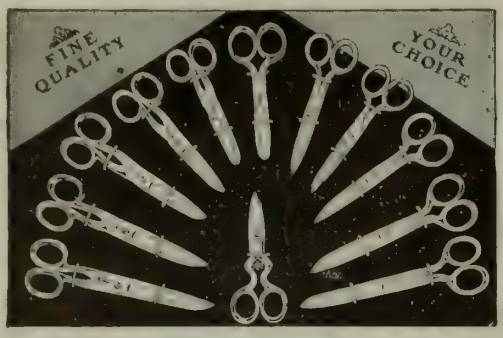


Shears and Scissors

Profitable for Import

"Acme" shears and scissors are of special interest to dealers because of their extremely low price for the excellent quality. "Acme" offers a splendid line to sell in conjunction with a high-priced line. Their famous, specially hardened, sharp cutting edges "deliver the goods" for the consumer and thus bring repeat sales and future business to the dealer. An output of 35,000 pairs daily insures satisfactory delivery.

Write for Catalogue No. 5

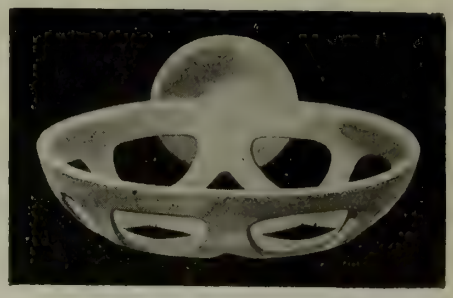
The Acme Shear Co.

Bridgeport, Conn., U.S.A.

Incorporated 1882
Capital Stock, $500,000

Canadian Agent:
Mr. A. J. McCrae, 23 Scott St.
Toronto

Sno-Wite
Enameled Fixtures



C87. Soap Dish

Genuine Vitreous Enamel

White Porcelain Enamel on Special Iron. Sno-Wite is not baked paint, celluloid or other imitation, but genuine, vitreous enamel.

It is remarkably handsome in appearance and strikingly original in design.

Sno-Wite is a quick seller with a large margin of profit for the dealer.

American Enamel Products Co.

CHICAGO, U.S.A.

Ask Your Jobber

Profits in Carbon Cure

We have been telling the public, through widespread advertising, of the great medicine for carbon troubles in gasoline engines.

It is not "just another carbon remover"—

D-B CARBON REMOVER

works without damage to the engine, and positively removes all carbon in thirty minutes without laying up, and **does not cut compression.**

It is just what the motorist wants —WILL HE FIND IT IN YOUR STOCK? There is good money in it. Investigate our dealer's proposition.

AUTO JACK says:

It's funny how a man who uses a tooth brush twice daily to preserve his teeth should begrudge his engine a weekly dose of D-B—the engine's dentifrice.

DUSTBANE MFG. CO.
LIMITED
OTTAWA, ONT.

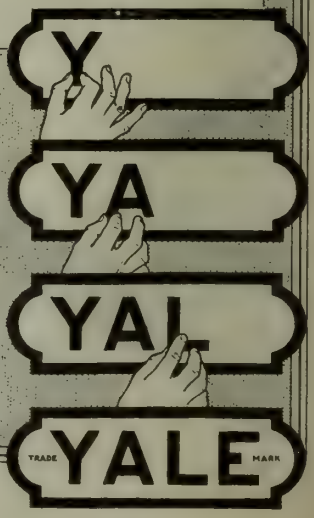
BUILT upon the quality of the goods themselves, Yale Padlocks, Night Latches, Door Closers and Builders' Hardware, Yale prestige exerts a powerful consumer demand that is capitalized by the Yale dealer.

It is profitable to stock a line so well known, so extensively advertised throughout the Dominion, and so certain to give satisfaction.

You are invited to inspect our plant at St. Catharines, Ontario.

"The trade-mark 'Yale' helps make the sale"

Canadian Yale & Towne Limited



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No. 318 Flush Pull—Cast Brass—3⅜"x2$^{1}/_{16}$

You Should Be Selling

the "Stratford" Brass Goods if you wish to supply the building trade, with the very best fixtures manufactured.

We manufacture Furniture trimmings of all kinds, Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjuster, etc.

The Stratford Brass Company,
Limited
STRATFORD, ONTARIO

ARROWHEAD SAWS

Vanadium Steel

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.
Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

Our Catalog is a guide to profit; your name and address will bring it.

T. F. Shurly Company
Limited
St. Catharines
Ontario

SHARRATT & NEWTH

43-44 PERCIVAL ST., LONDON, E.C. 1

Glaziers' Diamonds of All Descriptions

To be obtained from Dealers in Glass, Hardware and Painters Supplies.

Our Popular Pattern with Rack for Breaking off Glass
Used Everywhere

Quality—*The Best*

Established Over 100 Years

Send for Illustrated CATALOGUE of every tool required for GLASS CUTTING or to our

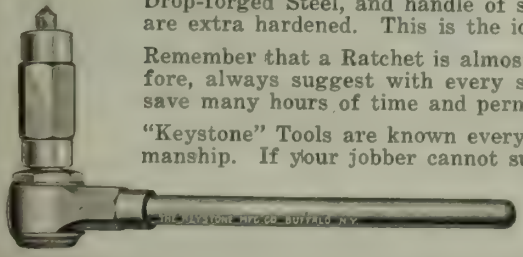
Agents: A. Ramsay & Son Co., Montreal

Here's the strongest Ratchet Drill made

Bridge builders, ship builders, boiler makers, and all who ask constant heavy service from Ratchet Drills are proving the "Monarch" Square Sleeve Single Acting Ratchet to be the strongest Ratchet made. The body is made of Drop-forged Steel, and handle of solid Bar Steel. Parts subjected to wear are extra hardened. This is the ideal Ratchet Drill for heavy work.

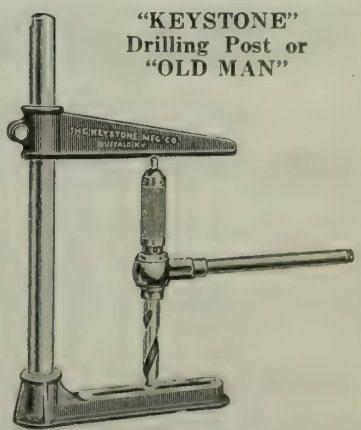
Remember that a Ratchet is almost useless without a Drilling Post. Therefore, always suggest with every sale a "Keystone" Drilling Post. It will save many hours of time and permit of more perfect work.

"Keystone" Tools are known everywhere for quality of material and workmanship. If your jobber cannot supply you, write direct to us.



The KEYSTONE MFG. Co.
BUFFALO, N.Y.
Postal Station "B"

"KEYSTONE" Drilling Post or "OLD MAN"



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KIKDIE KAR TRAILER

Kiddie-Kar
The Trailer

offers just what the child craves to make Kiddie-Kar perfect. Parents realize the special usefulness of the Trailer and buy it approvingly.
Instruct your salesmen always to display the Trailer with Kiddie-Kar and to sell one for every Kiddie-Kar sold.

Canadian K-K Company, Limited
Elora, Ontario, Canada

"Crescent"
For Turnover
The Line that Increases your Sales

A dependable, reliable and thoroughly salable line. A line that builds permanent business through customer satisfaction.
A line that mechanics know and like and prove their confidence by buying.

All Good Jobbers

Canadian Representative :

Campbell Agencies
Toronto, Canada
The Crescent Company, Meriden, Conn.
Remember "Crescent" for Trade Building

"HERCULES" SASH CORD

Has a reputation in the Canadian market, thoroughly established for the last eighteen years.
Compares in quality with the best imported brands, but is considerably lower in price.
Tests made by Strength of Materials Laboratory (University of Toronto) prove our claims as to quality.
All wholesale hardware dealers carry Hercules Sash Cord.

Manufactured in Canada

WROUGHT PIPE

BLACK and GALVANIZED SIZES, ⅛ IN. TO 4 IN.

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

All Sizes of NIPPLES (Black and Galvanized)

Ask your jobber for CT *Brand of Wrought Pipe*

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL
Works: Lachine, Can.

If interested, tear out this page and keep with letters to be answered.

VOL-PEEK

MENDS HOLES IN POTS AND PANS

Stop that Leak

Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $3.50 for our bright-colored display stand of 24 packages. 70% profit for the dealer. Well advertised all over Canada.

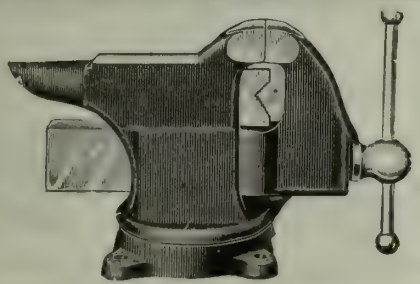
At your jobber's, or

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and Operating Vol-Peek Mfg. Company)

ROCK ISLAND VISES

A Type and Size for Every Service



No. 241 — Autovise

A combination Pipe and Anvil Vise — particularly suitable for auto repair work. Write for catalogue and prices.

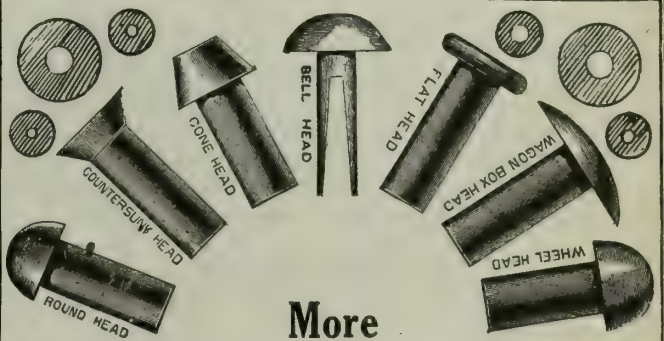
Factory and Office:

Rock Island Mfg. Co.

Rock Island, Ill., U.S.A.

NEW YORK
113 Chambers St.

CHICAGO
180 North Market St.



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

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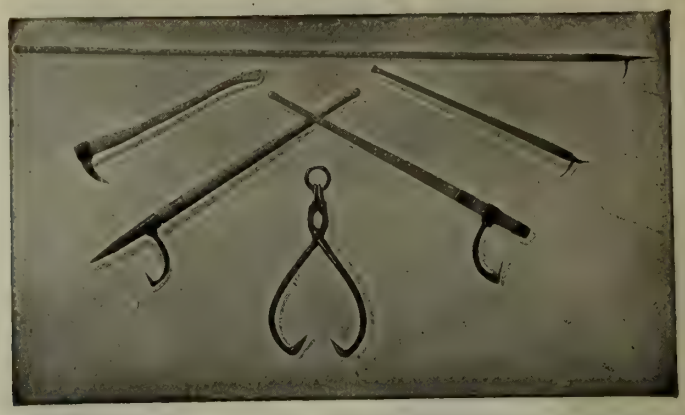

UNIMECO WROUGHT WASHERS

MADE IN CANADA

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

That Carbalox is available in convenient rolls means a saving in production cost. Workmen equipped with convenient rolls, can use Carbalox as needed without waste or loss of time in cutting up sheets. Carbalox, in hardness and cool cutting qualities, is particularly suitable for cutting and polishing aluminum, brass, copper and iron.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.
Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.

Williamsport, Pennsylvania

E. Roy, 65½ St. Andre St., Montreal, Que.
A. S. Butchart, 26 Adelaide St. W., Toronto
C. C. Cartwright, Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 13 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT

If interested, tear out this page and keep with letters to be answered.

Confidence in You makes fast sales

GARGOYLE

Mobiloils

A grade for each type of motor

How expert advice from you can build business and make QUICK profits

BUSINESS comes to the merchant who knows his goods. That Gargoyle Mobiloils sign in front of your place shows people you can recommend the correct lubricating oils for all makes and models of automobiles, trucks and tractors.

Every day more people realize the red Gargoyle means scientific lubrication. They have gained confidence in that red Gargoyle, and in the recommendations of Gargoyle Mobiloils Charts.

They know that all recommendations in the Chart represent the experience of the world's leader in scientific lubrication. You can recommend oils from these Charts with absolute confidence because they represent the united professional knowledge and experience of oil experts and engineers in lubricating all kinds of machinery.

But—you ought to have *all* the oils specified in the Chart. Only with the complete line of Gargoyle Mobiloils can you supply all the recommendations. Only in that way will each automobile, truck and tractor owner turn to you for scientific lubrication of his equipment.

AUTOMOBILES	1919 Models		1918 Models		1917 Models		1916 Models		1915 Models	
	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter	Summer	Winter
Allen	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Auburn (4 cyl.)							A	Arc	A	Arc
Auburn (6 cyl.)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Auburn (6-38)					A	Arc	A	Arc		
" (6-39B) (Teetor-H)			A	Arc						
Autocar (2 cyl.)	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Briscoe	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
" (8 cyl.)							A	A		
Buick	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Cadillac (8 cyl.)	A	A	A	A	A	A	A	A	Arc	Arc
Case	Arc	Arc	Arc	Arc	A	Arc	A	Arc	A	Arc
Chalmers			A	A			Arc	Arc	Arc	Arc
" (6-40)							A	Arc		
" (6-30)	A	A			A	A	A	A		
Chandler Six	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Chevrolet	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" (8 cyl.)	A	A	A	A	A	A				
" (F.A.)	A	Arc	A	Arc						
Cole							Arc	Arc	Arc	Arc
" (8 cyl.)	A	A	A	A	A	A	A	A	A	A
Cunningham									Arc	Arc
" (8 cyl.)	A	A	A	A	A	A	A	A		
Dart	Arc	Arc	A	Arc	A	Arc	A	Arc	Arc	Arc
" (Model C)					A	Arc	A	Arc	A	Arc
" (2 and 3½ ton)	A	A								
Dodge Brothers	A	Arc	A	Arc	A	Arc	A	Arc	E	E
Dort	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Federal	Arc	Arc	A	A	Arc	Arc	Arc	Arc	Arc	Arc
" (Mod. S-X)			A	A	A	A				
Federal (special)		Arc	Arc							
Fiat			B	A	B	A	B	A	B	A
Ford	E	E	E	E	E	E	E	E	E	E
Franklin	A	A	A	A	A	A	A	A	A	A
Grant	A	Arc	A	Arc	A	Arc	A	Arc	Arc	Arc
" Com'l	Arc	Arc								
" (Model 12)	A	Arc								
Haynes	A	Arc	Arc	Arc	A	Arc	A	Arc	A	Arc
" (12 cyl.)	A	A	A	A	A	A	A	A		
Hudson							Arc	Arc	Arc	Arc
" Super Six	A	Arc	A	Arc	A	Arc	A	A		
Hupmobile	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Kelly Springfield	A	A	A	A	A	A	A	A	A	A
King									A	Arc
" (8 cyl.)	A	A	A	A	A	A	A	A	Arc	Arc
" Commercial			Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Kissel Kar	A	Arc	A	Arc	A	Arc	A	A	A	Arc
" " (Model 48)							A	A	A	A
" " " (12 cyl.)			A	A	A	A				
Lexington	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Liprird Stewart			Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" (Mod. M)					A	Arc	A	Arc		
" (Mod. MW)					A	Arc				
Locomobile	A	E	A	E	E	E	E	E	E	E
McFarlan			A	Arc	A	Arc	A	A	A	Arc
McLaughlin	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
McLaughlin (Mod. E63)	A	A	A							
Madison			A	Arc	A	Arc	A	Arc	A	Arc
" (8 cyl.)					A	A	A	A		
Marmon	A	A	A	A	A	A	A	A	A	Arc
Maxwell	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Mercer	A	A	A	A	A	A	A	A	A	Arc
" (22-70)									Arc	Arc
Mitchell		Arc		Arc	A	Arc	A	Arc	A	Arc
" (8 cyl.)							A	A		
Moline-Knight	B	A	B	A	A	A	A	A	A	A
Monroe			A	Arc	A	Arc	E	E	A	Arc
" (Mod. M4)			A	A	A	A				
" (Mod. S)	A	A								
Moon			Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Nash	A	Arc	A	Arc						
" (Mod. 671)			A	A						
" (Quad)	A	A	A	A						
National	Arc	Arc	Arc	Arc	Arc	Arc	A	Arc	A	Arc
" (12 cyl.)	A	A	A	A	A	A	A	A		
Nelson	A	A	A	A						
Oakland	A	A	A	A	Arc	Arc	Arc	Arc	Arc	Arc
" (8 cyl.)							A	A		
Oldsmobile (4 cyl.)	A	Arc					Arc	Arc	Arc	Arc
" (6 cyl.)	A	A	A	A	Arc	Arc			Arc	Arc
" (8 cyl.)	A	A	A	A	A	A	A	A		
Overland	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Packard									A	Arc
" (12 cyl.)	A	A	A	A	A	A	A	A		
" Commercial	A	A	A	A	A	A	A	A	A	A
Paige (4 cyl.)									A	Arc
" (6 cyl.)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" (6-36)					A	Arc	A	Arc	A	Arc
" (6-18-19)										
" (6-40)	A	Arc	A	Arc						
Paige (Com'l)	Arc	Arc	Arc	Arc						
Paterson	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Peerless			Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" (8 cyl.)	A	A	A	A	A	A	A	A		
Pierce Arrow	A	A	A	A	A	A	A	A	Arc	Arc
" Com'l	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
Premier	A	A	A	A	A	A	A	Arc	A	Arc
Regal	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" (8 cyl.)							A	A	Arc	Arc
Renault (French)							A	Arc	A	Arc
Reo	A	Arc	A	Arc	A	Arc	A	Arc	A	Arc
Riker	A	E	A	E	E	E				
Saxon	E	F	E	E	E	E	E	E	E	E
Selden	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" (3½ ton)					A	Arc				
Simplex Crane			A	A	A	A	A	A	Arc	Arc
Stearns-Knight	B	A	B	A	A	A	B	A	B	A
Studebaker	A	Arc	A	Arc	A	Arc	A	Arc	Arc	Arc
Stutz	A	A	A	A	A	A	A	A	A	A
Velie (4 cyl.)									A	Arc
" (6 cyl.)	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" (2 & 3½ ton)	Arc	Arc	Arc	Arc						
" (3½ ton)	A	Arc	A	Arc						
Westcott	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
White	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc
" (Sixteen Valve)	A	A	A	A	A	A				
White (3 ton)	A	A	Arc	Arc						
Willys-Knight	B	A	B	A	A	A	B	A	B	A
Willys Six	Arc	Arc	Arc	Arc	Arc	Arc				
Winton	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc	Arc

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, JUNE 5, 1920 No. 23

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Less Friction in Tax Collection Process

Manufacturers May Make Provision for Turnover Tax so Price to Consumer Will be Unaltered—On Small Items Retailer May Absorb Fractional Charge Due to Tax—Luxury Imposts Due Twice Monthly—Manufacturers' and Turnover Taxes Due Once Monthly—Returns Must be Sworn To.

A NUMBER of the difficulties which at first were presented in connection with the collection of the new luxury and turnover taxes, are now being overcome and the process is working with less friction.

The statement that the retailers escape the turnover tax, as outlined in the May 22nd issue of HARDWARE AND METAL, is correct insofar as there being any requirement of retailers to make returns covering the turnover tax. Naturally the tax is passed on to them by the wholesaler or manufacturer, but in the majority of cases the retailers will add this tax into their cost of doing business and the consumer will be called upon to pay the added cost.

There is, however, another phase of the matter pertaining to the possible absorption of the turnover tax by the retail hardware dealer, and in such cases, if this policy be followed, the retailer will not escape the turnover tax except insofar as the necessity of making returns for it is concerned.

In the case of an article on which a fixed price has been made and this is advertised nationally, some dealers may deem it inadvisable to advance this price by the amount of the turnover tax. In this case, as was pointed out to HARDWARE AND METAL by the manager of a large Toronto retail hardware store, the manufacturer may possibly make some arrangements to take care of this matter either by absorbing the tax himself or by lowering the cost to the retailer, so that when the 1% is added the cost will not be higher than the advertised set price.

On certain other articles where the sale price is small it was pointed out that the retailer will likely absorb the extra cost of the turnover tax, as it would be but a small fraction on the individual article coming within this class. It must be remembered, however, that on the annual turnover the absorption of this tax, while small individually, would reach considerable proportions. It is expected that a definite ruling will shortly be forthcoming as to how the tax will apply and how the resale price will be affected under such circumstances.

WORK GLOVES TAXABLE

A decision has just been announced by the Department of Inland Revenue that men's work gloves or mitts are taxable if the price exceeds $2.00.

A question asked of HARDWARE AND METAL this week dealt with the relation between the tax which must be paid by a wholesaler and an importer when both forms of business are conducted by one firm. It was pointed out that the regulations read that the turnover tax is a "tax on sales" and the inquirer did not see how this applied to importations.

The ruling handed out by the Inland Revenue Department in such a case is that as an importer the firm pays 1% in addition to the customs duties on importations, and then levied the 1% turnover tax as wholesalers against the party to whom they sell the goods. In this way the firm, though importers and wholesalers, pay only the one turnover tax.

Plan Followed by Toronto Dealers

Retail hardware stores in Toronto are proceeding with the collection of the luxury tax on sporting goods, plated ware including nickel-plated electrical appliances, electrical fixtures, etc., but not including any plated ware such as is known as builders' hardware. In most stores the plan of making out invoices in triplicate, the third copy being a thin tissue paper to be turned into the Inland Revenue Department twice monthly, with a remittance of the amount of money collected, is being followed. Some stores did not get the plan working for two or three days after the 19th of May owing to the fact that they had no definite interpretation of the requirements, and these dealers are of the opinion that no action will be taken against them under the circumstances.

On asking officials of the Inland Revenue Department as to the possibility of action being taken in such cases it was pointed out that the Act specifically declared May 19th as the day on which it was effective and that action could be taken, but that in such cases where there was some confusion over the requirements it was unlikely that any action would be taken where the provisions were not put into full effect for only a day or two after the 19th.

Luxury Taxes Due Twice, Others Once

The first instalment of taxes was due to be turned over to the nearest collector of taxes on June 1st. Rules governing the collection class the taxes under the three headings, luxury, manufacturers' and sales. The luxury tax is payable on the 1st and 15th of each month, while the other two are due on the 1st of the month. Taxes collected under each of these classes are to be shown on separate entry forms. No entry is being accepted to cover more than one class of tax, even though the same person may be paying on two classes at the same time.

Returns Must be Sworn to

Entries for luxury tax must be sworn to and be accompanied by (a) duplicate of sales slips or invoices, to which the entry refers, and (b) an accepted cheque or cash for the full amount of the tax. The same rules apply to the manufacturers' tax.

Upon receipt of a tax entry, the collector will transmit one copy to the department with all statements, sales slips or invoices relating to each entry firmly attached thereto. The checking or classifying of the sales slips will be done at the department, and any corrections or enquiries necessary will be the subject of future correspondence.

"Increased Tax on Drafts and Notes Discriminates Against Manufacturers"

Some Expressions of Opinion by Manufacturers on New Taxes—Injustice to Consumer on Goods Sold Through Distributors as Compared With Sales Direct to Retailers—Sellers Forced to Await Buyers' Convenience to Remit by Cheque.

THE following letter from McArthur, Irwin, Ltd., Montreal, deals very fully with the effect of the new taxes on various branches of business:—

"Gentlemen:

"While we have found no difficulty whatever in applying the new tax regulations to our business, we are not very sure yet as to how much better or worse off we will be at the end of this year than we were last year.

"There are some things which look to be a distinct injustice to the consumer, as for instance: We sell a large quantity of our goods through distributors in various parts of the country, and by the new regulations we are bound to add to our invoices for goods 1 per cent. of their value; the distributor in turn has to add 1 per cent. when selling to the retailer, whereas if we distributed our goods direct to the retailer there would be only 1 per cent. tax. as against 2 per cent. when they pass through the hands of the distributor.

"Then, again, because it is impossible to raise the tax on cheques for fear of preventing banking business, there does not seem to be any justification for charging 2 cents on every hundred dollars' value of drafts. This is an additional tax on the manufacturer. which will mean a considerable sum in the course of a year.

"As far as the 1 per cent. tax on the purchases, it seems to us that the Government have been giving with one hand and taking away with the other, and that we should be better off under the old scale than under the new. Taking, for instance, the business operations of an average firm capitalized at $1,500,000, doing a turnover of $3,000,000, and earning a profit of $200,000. Under the old Business Profits Tax, $105,000 would be exempted, leaving $95,000. on which a tax of 25 per cent., or $23,750. would be paid. Under the new scale, $150,000 are exempted, leaving a balance of $50,000, on which 20 per cent., or $10,000, would be paid, but in addition to this, there would be 1 per cent. on their purchases, which on a turnover of $3,000,000, after deducting various expenses, would be at least $1,500,000. This tax would be $15,000, which added to the $10,000 above, would make $25,000 against the old tax of $23,750.

"We realize, however, that the 1 per cent. taxation on purchases will affect a much larger proportion of the population than the Business Profits Tax, but at the same time our firm opinion is that we have reached the period in the history of the development of Canada's resources when the manufacturer should be relieved of the burden that he has been bearing for some years.

"It is a trite saying that the cost of materials is higher. but it has this bearing on the subject, that it is impossible for a factory to extend its capacity to the same extent if it is earning to-day 10 per cent. on its invested capital, as it would have done six years ago, if it was earning the same profit; therefore. it is necessary to have a larger surplus to apply against extensions and additions. and some means should be taken by which money so applied is exempt from the Business Tax.

"There are many. many angles to the new Budget, and it would not be difficult to write at great length on the subject, but we think that we have outlined those things which effect us most closely, and trust that the information will be of benefit to you.

Yours very truly,
McArthur, Irwin, Limited."

Another letter dealing with the effect of the stamp tax is from the Canada Linseed Oil Mills, Ltd., as follows:—

"We have given some thought regarding the proposal of stamp tax of 2 cents per $100.00 on promissory notes and bills of exchange, and, in our opinion, such tax should not be imposed, because:

"(a) The promissory note and bill of exchange is a trade convenience for collection of accounts. and the imposition of proposed tax will force sellers to await the convenience of buyers to remit by cheque instead, with its attending evils and disadvantages.

"(b) A substantial tax in many cases has already been imposed on the sale of goods.

"Regarding proposed tax on luxuries, we are of opinion that the collection of this tax should be by stamps affixed and cancelled by seller in the presence of the buyer. This is the most economical and only sure way of the Government securing full payment of luxuries taxes imposed."

Gas Famine in Ontario Cities

Ottawa.—With not quite two weeks' supply of coal on hand and no immediate prospects of getting any shipments, the Ottawa Gas Company is faced with an extremely serious situation, and there is even the possibility of the people of Ottawa having their gas cut off until coal is obtainable.

Hamilton.—The United Gas & Fuel Co. has about two weeks' supply of coal, and if the situation does not improve before this is used it will be unable to supply gas to the citizens. It is not receiving any coal because of shipping difficulties, and there is little prospect of relief at present.

Toronto, Ont.—Toronto may shortly experience a gas famine. Arthur Hewitt, general manager of the Consumers' Gas Company, stated that, unless all gas users co-operated with the company to cut down consumption the city will face a shortage.

He states that transportation is the principal difficulty. Where the company formerly received sixteen 50-ton cars of coal, but five are now procurable. Railway strikes and trouble in the United States mines made the coal supply uncertain, he said. There was absolutely no guarantee that even the present reduced supply would continue, and the company has long since used up its reserves of coal.

Hardware Association Voices Objection to Turnover Tax

Difficult Now to Obtain Normal Percentage of Profit Without Addition of 1% Turnover Tax—Profit Too Low to Permit Absorption of Tax and Increasing Prices Further is Impracticable.

THE following letter was sent by the Ontario Retail Hardware Association to the Minister of Finance, voicing certain objections against the turnover tax and its application to the retail trade:

"Hon. Sir Henry Drayton, M. P.,
Minister of Finance, Ottawa, Ont.

"Dear Sir:—

"Permit me, on behalf of the Ontario Retail Hardware Association to draw to your attention an apparent hardship to the retail trade, in the inclusion on invoices of the wholesaler and manufacturer to the retailer, of the one per cent. tax as per clause 7A of Taxation Bill of 18th inst. This tax will really fall on the retailer, as owing to the high cost of goods, it is even now impossible to obtain a normal percentage of profit, and this with higher overhead costs than ever before. During a recent visit to some retail hardware stores, I found goods being sold at, or even less than the wholesale cost at that time, which would go to show that no undue advantage was being taken of the consumer on account of having goods on hand bought prior to advanced wholesale price.

"The profit of the average hardware dealer to-day is too low to permit of the absorption of the tax referred to, and to increase the selling price, which is now far too high for the ordinary consumer—seems to be impracticable on account of high costs—competition which really exists in the retail business, and a desire to keep prices within reach of the ultimate consumer.

While I am speaking for the members of our Hardware Association, I would suggest that similar conditions exist in other lines, and would respectfully ask you to consider means to relieve the retailer of this tax, collected in the way proposed.

Yours very truly,
W. F. Macpherson, Secretary.

Believes There Will Be Modifications in Present Luxury Tax Legislation

Deputation of Over 200 Retail Merchants From All Over Canada Waited Upon Finance Minister Drayton in Ottawa on Monday Last—Want Luxury Tax Imposed at Source of Supply—All Sections of the Trade Were Represented

THAT there will be some modifications in the luxury tax laws as recently enacted, is the opinion expressed to HARDWARE AND METAL, by W. C. Miller, secretary of the Ontario Retail Merchants' Association, on his return from Ottawa, on Tuesday of this week. Secretary Miller was one of a large deputation of retail merchants, who waited upon Sir Henry Drayton, Minister of Finance, on Monday last, and protested against, what they termed, was the "discriminatory and confusing" luxury tax, which they described as "ill-advised, poorly conceived, and poorly devised." There were over 200 retailers from all parts of the Dominion in the deputation, and a strong and comprehensive resolution was presented. The Finance Minister did not commit himself in regard to any changes that might be made, but it is the contention of many of the merchants that the laws as they at present stand, cannot be carried out, and the Minister of Finance, they believe, has been impressed with the impracticability of some of the measures.

Various speakers representing the different sections of the association, all were of one mind, in declaring that the luxury tax should be collected from the source of supply, that is from the manufacturer and the importer, and absorbed in the same manner that all systems of taxation are absorbed.

The Simplest Way Possible

Henry Watters, Ottawa, Ont., acted as chairman of the deputation, and read the memorial to Sir Henry Drayton. In part, this memorial pointed out that upwards of 200,000 retail merchants operated in Canada, by far the largest commercial class. They objected to the retailer having to collect a tax, because, in their opinion, the ideal system was based on the principle of "ability to pay," and one whereby it could be collected in the simplest manner. The budget outlined six different methods of taxation, customs, excise, taxation on sales, income tax, luxuries tax, and stamp tax.

Tax at Source of Supply

With regard to the tax on sales, the wholesalers said manufacturers were passing it on to the retailer. He was paying it out of his own pocket. With regard to the income tax, the retailers expressed surprise that only $20,000,000 was collected through this system, and "it is evident that a great many persons are evading this tax."

As to the proposed luxury tax, "we consider it ill-advised and poorly conceived and devised, and one that will be resented by every sound-thinking man in Canada." The proposed luxury tax is discriminatory and confusing. The application of the tax applied to 23 sections of the retail trades. Their views were summed up in the request that the luxury tax should be collected from the manufacturer and importer, instead of from the customer, through the retailer. If not, the system of selling direct from the manufacturer would increase by leaps and bounds. One of the most striking inconsistencies of the tax was that women's dresses up to $45 were not taxed. Yet ribbons and all kinds of material was. The luxury tax would succeed in dislocating business.

The retailers, prior to the interview, passed a resolution asking that the Government appoint a commission of retail merchants to study the conditions and problems of the retail trade.

A POINT OF LAW

(Question).—A. M. Carscadden, Fort Saskatchewan, Alta., makes the following enquiry: "If a merchant contracted or ordered a car of coal from a local coal dealer and the team that was hauling the coal from the car to the store ran away and smashed a plate glass window, would the merchant who ordered the coal or the coal dealer be held responsible?

(Answer).—The owner of the horses would be liable unless the horses were loaned or hired, and even then he would be liable if the person who had charge of the horses were not negligent or careless. It would be necessary to prove negligence or carelessness on the part of the person to whom the horses were loaned or hired to free the owner from liability for damage caused by the horses.

London Merchants Are Opposed to the Luxury Tax

The retail merchants of London, Ont., have placed themselves on record as opposed to the luxury tax imposed by the

Continued on page 42

Over 200 retailers waited on Finance Minister Sir Henry Drayton on Monday of this week, protesting against the luxury tax being collected by them. They came from all over the Dominion.

When the Turnover Tax is Multiplied

Jobbers Purchasing from Another Jobber for Customers' Accommodation Will be Taxed—"Citizens' Duty to Support Tax," Says Alex. McArthur Co. President.

MONTREAL.—Alec. Prudhomme of Prudhomme & Fils, in discussing the budget with HARDWARE AND METAL, re-affirmed his previous conviction that the best means of meeting these taxes was through the application of the income tax principle. The worst feature of the 1 per cent. tax, as called for in the budget, is that this tax is multiplied many times over. For instance, under present merchandising conditions, it is necessary for the jobber to buy very extensively from his brother jobber, and many of these purchases are simply in the way of accommodations for the customer. In some cases buyers will be out from various jobbing houses calling on other jobbers in the city and will be engaged in this work probably all day long. In a great many cases these purchases are of such goods as carry a very small margin of profit, and even with the 1 per cent. tax added the margin of profit, Mr. Prudhomme asserts, may be entirely wiped out.

Continuing, Mr. Prudhomme expressed his belief that the new requirements would form the basis for practising dishonest selling. For instance, the tax of the minimum price at which shoes may be bought is $9.00. A customer goes in to buy a pair of shoes and finds what he wants at the price of $13. A dishonest trader, to satisfy the customer, would be inclined to make out two invoices, one say for $6, and one for $7, making a total of $13; but each invoice being under the minimum price and no tax being collected. This might be made to work very extensively throughout the country, in which case such merchants would be getting off "scot' free, and no tax paid in to the coffers of the Government.

Suggesting an improved manner of collecting this tax, Mr. Prudhomme felt that to make it operative against manufacturers and to make it easier for all concerned, it would certainly relieve the dealer of a tremendous amount of detail work if a small additional tax be arranged. At present Mr. Prudhomme feels that a great burden has been placed upon the consumer.

Duty of Citizens to Support Tax

"To us there is an evident desire in the new plan of taxation to derive a necessary increase of revenue on a basis of fairness and equality," said president, D. J. Munn, of Alex. McArthur & Co., Ltd. "The current of this taxation must ultimately reach every person, least upon the needy and thrifty, and in large proportions from others who could not be reached in any other way. It is the duty of all good citizens to support and give it a fair trial."

Toronto Building in May Double That of Last Year

TORONTO.—Permits for buildings of a total value of $3,133,605 were issued by the City Architect's Department for the month just ended. This is an increase of more than 100 per cent. over May, 1919, when the total stood at $1,455,734. An even greater increase is shown for the five months, the totals for 1920 and 1919 being $10,276,358 and $4,983,050 respectively.

Wholesale Hardware Ass'n. and the Budget

Have Interview with Finance Minister as to Operation and Collection of New Taxes—Some Matters Likely to be Made Clearer.

MONTREAL.—The members of the Canadian Wholesale Hardware Association, on Saturday last, the 29th ult., were advised that Sir Henry L. Drayton, Minister of Finance, would meet a deputation representing this association on Monday, the 31st ult., and the following committee interviewed the Minister of Finance:

Messrs. C. A. Whitwam, R. Starke, S. H. Alexander, T. B. Williamson, G. C. Davis, T. M. Birkett, Jr., and the association secretary. The following motion was agreed upon prior to the meeting:

"Resolved: That a proposal be made to the Government that the entire Sale and Luxury Tax, whatever be decided on as being necessary, be collected through the Customs where goods are imported, or in the case of domestic goods, through the manufacturer, as the same result would be obtained, and the Government would no doubt be saved a very large percentage of the detail work and costs in collecting the tax, and the distributors of the goods relieved of a very heavy responsibility and a great amount of unnecessary work."

The interview with Sir Henry Drayton was most satisfactory, and the members were promised that the above resolution would be given due consideration.

A number of other matters were discussed, such as the removal of the luxury tax on children's toys and games, and the removal of the luxury tax on the cheaper lines of baseball bats, baseballs, footballs, lacrosse sticks, toboggans, skates. The committee also discussed the various rulings on plated ware, both for the collection of the luxury tax, and customs duties, and understand that some new rulings will be issued in the near future, giving clearer interpretations of what is considered plated ware for excise and custom tax purposes. In all probability there will also be exemptions from the luxury tax on the cheaper lines of coffee pots, tea kettles, electric toasters, and electric irons.

The deputation also had interviews with G. W. Taylor, Assistant Deputy Minister, and with R. W. Breadner, Commissioner of Taxation. From these sources some further information was secured relative to the operation of the tax.

It was further resolved by the committee, relative to firearms, etc., that the following be adopted:—

"Resolved: That all invoices after May 18, 1920, and excise tax applying on arms, ammunition, and any other goods on which tax is paid by manufacturer, or at time of importation, such excise tax to be added to invoice.

"For example: Firearms and ammunition, 10 per cent. luxury tax is paid by Canadian manufacturers, or at time of importation by importer, to the Government, and Canadian manufacturer charges the purchaser the 10 per cent. This tax should be either added to cost of the goods or added to foot of invoice to the retail merchant. This tax, however, is not paid to the Government either by the jobber or retail merchant."

TAX APPLIES TO ARTICLES INDIVIDUALLY EXEMPT IF SOLD IN GROUP

The following question was received by HARDWARE AND METAL this week from the Johnson Hardware Co., Fort Frances, Ont.:—

"I sold a spoon hook worth 40 cents; fish line, 40 cents; a sinker for 10 cents, and six fish hooks for 5 cents, making a total of 95 cents. Should I have charged 10 per cent. tax on that sale?"

The point involved is that individual items of sporting goods are exempt up to 50 cents, and while the total was higher than this figure, each article individually was less.

On taking this up with the Inland Revenue Department we are advised that the 10 per cent. tax should have applied to the sale, because the sale of sufficient articles to bring the value over the exemption figure was made at one time. The officials agree that had the articles been purchased separately no tax would have applied.

Mark-Up Reaches 5% in Some Cases

Dakin Bros., Digby, N.S., Anticipate Difficulty Over Fractional Additions of Tax—1% on Sales Would be 10% to 12% of Net Profit in Some Stores, Says A. C. Clemens, Milverton, Ont.

IN response to the request made by HARDWARE AND METAL for an open discussion of the question of whether or not the turnover tax should fall on the retail trade, as has been urged by some branches of trade, a large number of letters voicing the opinion of manufacturers, wholesalers and retailers have been received. Some valuable suggestions are outlined in these as follows:

MARK-UP WILL AMOUNT TO 5 PER CENT. IN SOME CASES

Dakin Bros., Digby, N.S., think that in view of the fact that the jobber deals in larger quantities than the retailers, that the collection of the tax is in the proper hands. It takes the attitude that the tax if required to be collected by the retailer would make a fractional price in some cases and that he would either have to add more than he should, or lose the sale. Will this not have to apply in any case unless the retailer plans to absorb the turnover tax himself?

"Dear Sir:

"We do not wish to shirk any part of the work of collecting the war expenditure, but in view of the fact that the jobber deals in quantities where we deal in pieces, it strikes us that the collection of the tax has been put in the proper hands,—the jobber and the manufacturer. The jobber, for instance, sells us a gross of gate hooks and eyes selling for five cents each. All the retail merchant could do in this case would be to make it a six cent article or lose it. The retail trade is made up of so many of these small purchases that to handle the collection of this tax would make merchant life a nightmare. For instance: During the last Christmas rush in making sales amounting to $95.00, we served 175 customers. Again, in some classes of business the turnover is small, but the margin of profit large, while in others the reverse is the case.

"Some may say that this tax can be easily added, but in the small business we are safe in saying that either 5 per cent. will be added to the mark-up or none at all. Another thing, if a merchant sells $1,000.00 worth of goods, he must get $1,010.00. The merchant must turn in $10.10. It is a simple matter to figure the loss on one hundred thousand which the seller loses. None of us can see all the points to this as the issue is large, but we have done our best to cover the matter as we see it."

1 PER CENT. ON SALES WOULD BE 10 PER CENT. TO 12 PER CENT. OF NET PROFITS IN SOME STORES

The following letter is from A. C. Clemens, hardware, Milverton, Ont:—

"It would almost be impossible for us small dealers, say, with a turnover of $20,000, to keep track of much of this kind of stuff, as our business would not permit the use of a bookkeeper, or even a girl in the office. A man with a $25,000 turnover can not engage more than one man beside himself in a hardware store. as the profits of the business would not allow it.

"Take for instance selling nails (which are always sold at near cost), selling stoves at 10 to 12 per cent. above cost, wire, staples, and a good many such lines at small margins. We must get quite an advance on some things to bring up the average per cent. or down goes our curtain. Then if we get a little extra profit on some things, we are profiteers, and it takes from 18 per cent. upwards to run any business now, especially on a small turnover. 1 per cent. on $20,000 would be $200, which is too heavy a tax for any such business, as it would possibly mean 10 per cent. or 12 per cent. of the net profit. I think a meeting should be called in Hamilton or Toronto of all retail hardware merchants, whether they belong to the Hardware Association or not, and possibly send a delegation to Ottawa at once. as I have a delegation to Ottawa at once, doing it with the intention of passing it on to the retailer.

SOME IMPORTANT RULINGS

Additional rulings of importance to the hardware trade are being made by Government officials in connection with the taxes. One of the latest of these is that articles plated with antimony are regarded as plated ware when used for household purposes, and subject to the 10% luxury tax.

A producer of lead, copper and zinc is subjected to the 1% sales tax when selling to manufacturers and wholesalers. Silver and gold is exempt from this tax on the producer. The manufacturer and wholesaler also add the 1% tax, so that in the case of these metals the tax is applied three times.

Another ruling is that bona-fide repairs made for consumers or users are not taxable, except in the case of repairs to garments.

REGRET NO TAX PROVISIONS ON MAIL ORDER HOUSES

A letter from a merchant in Fergus, Ont., expresses the opinion that the trade will feel keenly the fact that there is no provision for taxing mail order houses:—

"Gentlemen:

"I am greatly interested in the way you have taken up the matter of the new Excise Tax and the publicity you are giving it.

"The average retail hardware man will feel very keenly that on the face of it, at any rate, no provision seems to have been made for taxing so-called mail order or catalogue houses.

"This is something which should be given due consideration by the Government and no doubt their attention will be drawn to it in many ways."

WHOLESALERS HAVE STAFF TO KEEP RECORDS

A letter from J. N. Raymond, Williamstown, Ont., makes the point that the wholesalers already have the staff and could apply the 1 per cent. tax with little trouble:—

"Dear Sir:

"My opinion, re the new tax being passed on to the retailer, is that it would compel a great number of retailers to employ an extra bookkeeper or clerk. This would be an added expense on the retailer, whereas the wholesaler has, as a rule, enough clerks to make out all invoices and it is a simple matter to add the tax of 1 per cent. The retailer sells a great many articles for cost and does not make out a bill for some, but if he has to collect the tax he would be compellel to do so."

REVENUE RETURNS WILL BE CUT BY IGNORANT DEALERS

An important point is dealt with in this letter from Williams & Cavers, Allen, Sask. It indicates that many Western merchants are greatly lacking in business training and cannot be trusted to make a correct accounting:—

"Dear Sirs:

"It appears to us that it does not make very much difference which way it is done insofar as the consumer is concerned—he is the one who will pay it in the end either way. But if it is left for the retailer to collect, it will make a very great difference to the revenue returns, as there are a great number of merchants in the West who have not a business education, and would not be able at the end of the year to compute the taxes collectible, or even their gross turnover.

"We can speak only of conditions in the West, and, it is a fact, that owing to the distances from base of supplies and the difficulty in getting merchandise when needed. that the average Western merchant carries a much heavier stock than he otherwise woud do, and if actual figures were obtainable I think you would find that the average turnover of merchandise is about three times a year. If this be true, you can see where the small merchant would feel abused.

"Then, again, the jobbers with their complete and correct systems for keeping records and accounts can keep track of the collection of these taxes at a much less expense than we can."

Electrical Men Want Luxury Tax Eased

A representative delegation of electrical dealers and manufacturers from Toronto visited Ottawa to wait upon the Government in the hope of securing some mitigation in connection with the luxury tax of twenty per cent. placed upon electric fixtures. It is claimed that the tax as it stands will increase the already high cost of building and rental.

The delegation from Toronto, which met delegations from other parts of Canada, included H. S. Banfield, W. H. Banfield & Sons, Ltd.; C. H. Willson, McDonald & Willson, Ltd.; J. F. Heffron, Macbeth-Evans Glass Company, Ltd.; J. A. Tanner, Standard Bronze Company, Ltd.; S. Turnbull, Tallman Brass & Metal Company, Ltd.; S. J. Brown, Nitro Electric Co., and A. N. Starkey, Toronto Art Glass Dome Company.

Luxury Tax Not High Enough To Force Curtailment of Buying

Mills Hardware Co., Hamilton, Thinks Straight Tax on Retail Sales Would be More Effective—Swift Current Dealer Asks What About Parcel Post and Mail Order Houses?

NELSON MILLS, vice-president of the Mills Hardware Company, Ltd., Hamilton, Ont., thinks a straight tax on retail sales would be along the line of least resistance.

"Gentlemen :

"Replying to your request for the retailers' viewpoint regarding the Luxury Tax, I I have no hesitation in expressing an opinion on this tax, even though it stands as slated.

"We all agree that the Government must raise revenue and that it is the duty of every Canadian to do his or her share. The tax should be collected along the lines of least resistance, inconvenience and expense. I contend that the method of collection as adopted is not such as far as the retailer is concerned. My experience in 20 years of retailing is that Luxury Tax or no Luxury Tax, the public will buy that which they desire with what money they have. The Luxury Tax is not high enough to force curtailment and, if it were high enough, then the Government would lose its revenue.

"After careful consideration of the subject it appears to me that a straight tax on retail sales would be the lines of least resistance to all concerned and the cheapest to the consumer. Why burden the retailer with enormous detail when a tax added to the monthly sales would settle the argument? No matter how the tax is collected or what per cent. the tax is, it eventually becomes a cost of doing business and the consumer pays the bill. Taxes added by manufacturers and middle men decidedly raise the final cost to consumer higher than if applied only once by the retailer. Let me suggest further that the tax could vary from 1-2 to 5 per cent. of sales according to different lines of business, determined as luxuries and non-such, but let the tax be on the full line and not make differentials on certain selected goods.

"Before closing I wish to make reference to the phrase "plated ware." I contend that this phrase is indefinite as it stands, and until the Government defines it in detail, I interpret it as being gold and silver plated ware. If they mean nickel plated, then we hardware men have hundreds of articles in our stock which are nickel plated and brass plated and it will require a lot of detail to properly divide and list it. If they mean nickel plated, does it include butt hinges, etc., which are used for household and office use, and many other articles of hardware which are plated? To separate these articles on special sales slips for the Government would entail an expense which would again advance the cost of goods to the consumer.

"The time has arrived when everyone must do all within their power to bring down the cost of commodities, not send it up. It is the little details that make the big amounts."

WHAT ABOUT PARCEL POST SYSTEM—WILL BOOM MAIL ORDER

THIS letter from Fyffe & Park, Swift Current, Sask., states that adding tax to invoices avoids any profit on tax:—

"Dear Sirs:

"With reference to your enquiry regarding Excess Tax.

"In our opinion the retailer should not have to pay this, for it all adds to the cost to the consumer. Whether it is included in cost or added at the bottom of the invoice, the consumer pays anyway. By adding it to the invoice is a little better, as then there is no profit on the tax, from jobber to retailer. There is a profit on tax from manufacturer to jobber and. then to retailer, and, from there to consumer. At the present time the Government puts three taxes on the same article.

"What about the parcel post system? This is a boon to the mail order house. and, a loss to the revenue department."

WHY THE NEW TAXATION IS NEEDED

Dealing with the conditions which have led up to the imposition of the new taxes, Hon. N. W. Rowell stated recently in the House of Commons that the total estimates, with the supplementaries, were $549,000,000. With maturing obligations the amount which must be provided for was $623,000,000. Certain outlays during the year, provided for in the estimates, were in the nature of investments, he explained. Some $190,000,000 was expected to come in this year, so that it was a matter of conversion from one asset to another. There was an estimated income of $381,000,000, less a reduction of $31,000,000 through the cutting off of the 7½ per cent. war surtax. There would be an estimated $451,000,000 to meet an expenditure of $443,000,000. The public debt of Canada was less than that of any of the warring nations, with the exception of the United States. Canada's foreign trade had grown enormously. From an adverse balance of $825,000,000 in the five years ending March 31, 1915, there had been brought about a favorable balance of trade of $1,803,000,000 in the succeeding five years.

RETAILER CARRIES GREATER RISK AND SHOULD NOT BEAR TURNOVER TAX

THE Rouleau Hardware, Rouleau, Sask., thinks that the retailer does a credit business to such an extent that it is not fair to ask him to carry the turnover tax:—

"Dear Sirs:

"Re Turnover Tax,

"My opinion is, the Turnover Tax should not fall on the retailer but on the manufacturer and wholesaler. The retailer, in my opinion, carries a greater risk than the former. My own case for example:

"On a $15,000 stock I do a 50 per cent. credit business and take a chance of collecting same any time from one to two years, and with present prices cannot get consumer to pay interest on same, and we also take a chance of ever getting it at all.

"The Turnover Tax will mean increased prices, additional work, increased expenses, and will make it almost impossible for retailer to do business. I have been in business for several years and I find more complaints on prices now in one day than I would in one year, two to three years ago. We hear this complaint daily from our customers. We hear more of this than manufacturer or wholesaler owing to dealing direct with the consumer. I am sure other retail merchants will agree with me in this matter and are not in favor of this Turnover Tax being put on to us."

Less Than $6,000 Taxes Paid by Montreal Dealers

Montreal.—That there is, and will continue for some time to be a great deal of uncertainty, to say nothing of dissatisfaction regarding the working of the budget, is evidenced in the vain efforts of manufacturers, jobbers and retailers, to ascertain definitely what they are required to do in complying with the new laws. An instance of this, as happening in Montreal this week, bears directly on the matter.

On Tuesday, the first day of the present month, the Montreal Department of Inland Revenue was besieged with enquirers, seeking information as to just what the law required of them. There is no stronger proof of the utter lack of information or facilities for taking care of the enquiries of these business men, than is indicated in the meagre returns paid over to the local Department, less than $6,000 sach being collected, although from the estimates brought forward it was indicated that such returns, from Montreal alone would total over $3,000,000 for a single month. The local collector of excise taxes pointed out that it is expected the taxes from Montreal alone will run about $40,000,000 annually.

LONDON MERCHANTS ARE OPPOSED

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Government on sales over a certain sum. Secretary Gordon Phillip was instructed to draft a memorial to send to Secretary Miller of the Retail Merchants' Association of Canada, to be in turn forwarded to the Dominion Government.

Opposition to the measure was unanimous, and the recommendation was made that until such time as the law is thoroughly understood, and defined, the tax should not be imposed, but instead the Government should collect a levy of one per cent. on the total sales of the retailer. It was pointed out that the law, as it now stands, is so full of holes, that anyone who cares to shirk it can do so very easily. It was claimed that such an attempt at taxation is bound to breed a class of shirkers and put a premium on dishonesty. It was further contended that the tax is not a luxury tax at all and that it hits the poor consumer as well as the rich one.

Seasonable Appliances Now Moving

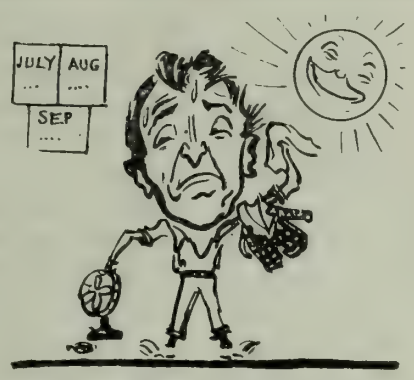
Warm Weather Electrical Appliances Becoming Active—Labor-Saving in the Household is Strong Argument for Summer Trade—Rural and Farming Districts Present Big Field for Expansion, Says Authority—Implore Dealers to Avoid Technicalities in Sales Talk Over the Counter

WITH the approach of the warm weather there are a number of lines of electrical supplies which become specially active and which should therefore now come in for their share of publicity.

Labor saving for the housewife has been one of the strong arguments in the sale of certain electrical devices, and it is obvious that this argument is more imperative in the warm weather than at any other season.

If our forefathers could see the marvellous inventions of modern science for the elimination of drudgery from housework, and the emancipation of women from the toil of sweeping and ironing, they would have been indeed amazed. Yet this is not the only phase of the matter, for it is held by medical authorities that the introduction of electric appliances into the average home means better health for everyone through the elimination of drudgery and the cleanliness which is encouraged by simplifying such work.

In an effort to encourage the sale of such articles a model kitchen was con-



structed by a Hamilton hardware merchant recently, to demonstrate electrical appliances. Among the many useful articles exhibited was an electric washer and ironer. These were shown in the model laundry. The kitchen was constructed with the idea of saving the housewife unnecessary steps and revealed the utmost efficiency. The stove was the combination type and was placed near the kitchen cabinet and close to the sink. The idea was to link up with "saving household labor" the saving of steps and thereby entail a stronger appeal to the housewife.

Housewives Appreciative of Comfort and Utility of Appliances

There is no question that housewives in Canada are daily becoming more appreciative of the comfort and convenience as well as the air of distinction which is given their home by the unstinted use of electrical devices. Especially is this the case with those for use on the table. Some dealers have received complaints regarding power connections for table appliances, it being found by many purchasers of toasters, chafing dishes, percolators, etc., that through lack of baseboard sockets they must use overhead fixtures. One trade authority advocates the installation of outlets on the table itself as a means of increasing the usefulness of electrical table appliances and doing away with unsightly overhead cords. The use of a portable serving table with wired connections has also been adopted in some homes.

With the aid of proper cookers in some

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A window of seasonable electric appliances in the J. H. Ashdown Hardware Co. Retail Store, Calgary. It demonstrates some table lines which are big sellers in the warm weather.

EDITORIAL COMMENT

RETAILERS ARE GOVERNMENT TAX COLLECTORS WITHOUT REMUNERATION

IN connection with the levying of new taxation through the medium of the retail merchant, some dealers are making a passive resistance to becoming tax collectors for the Government without remuneration. The plan as outlined virtually commandeers merchants as collectors of taxes and makes them the butt of any abuse which may be forthcoming in their application. Merchants have been called upon to bear a good deal of the opprobium in connection with the high cost of living and their task will not be rendered any lighter by the new development. With the addition of the new Luxury and Turnover taxes it will mean that many people will blame the merchant for the high prices they will have to pay for the articles so taxed.

GOVERNMENT TAKES UP EVERY REVENUE-PRODUCING AVENUE PRESENTED

NOW that the real meaning and effect of the new taxation is more clearly outlined as result of two weeks' discussion, it is evident that a large number of additional sources of revenue are being located. It looks as though there was some justification for the remark made at the meeting of the Montreal Wholesalers' Guild to the effect that the Government never knew there were so many avenues of revenue production until they were besieged with technical questions from those who had made an expert's analysis of the application of the new taxes.

During the past week a number of new rulings have been secured by HARDWARE AND METAL, as outlined elsewhere in this issue, and it is evident that the Government is taking advantage of any doubt which exists. This week it is noted that the tax applies to articles which, if sold individually, would be exempt as being under the price mentioned, but which, if sold in groups and the total price exceeds the figure mentioned for one article, tax is levied on the total amount.

Articles plated with antimony are also subject to the tax as plated ware, and producers of lead, copper and zinc are subject to the Turnover Tax as manufacturers.

The important point now being emphasized by the retail trade is in regard to the mark up to be made where the passing on of the 1% Turnover Tax by the wholesaler makes a fractional charge. One retailer points out that in some cases a misunderstanding on this point will either result in a loss for the retailer or a mark-up approximating 5%. Another retailer indicates that a 1% tax on sales will amount to 10% to 12% of the net profits in the average hardware business with a turnover of $20,000 to $25,000. Still another opinion expressed is that the luxury tax is not high enough to curtail buying, and yet if it were any higher the Government would lose its revenue as result of curtailment. There are a number of very interesting phases of the question and these are dealt with at length in this issue.

GOVERNMENT PLACES GREAT RELIANCE IN "FREE" PUBLICITY

SOME indication of the reliance which is placed on the press of Canada by the Canadian Government officials, is found in the action taken in connection with the promulgation of the newly-imposed taxes. Details of the changes and additions to existing tax regulations, as outlined in the budget speech, were handed to publishers' representatives for publication broadcast and there ended the Government's liability insofar as a warning was concerned. Whether or not the report was reproduced correctly or was printed at all in the newspapers of the Dominion, the retail trade was responsible for finding out and applying the new regulations as from May 19th. This is but one case which indicates the use made of the press in Canada by the Government as an agency for putting information before the public and before merchants.

Would it not have been a good policy for the Government to have also had official paid advertisements prepared for insertion in the various papers necessary to carry the message to everyone concerned? Such announcements would have been official and there would have been no doubt as to their meaning. It would have indicated that the Government was taking some responsibility for advising merchants and others as to their responsibilities.

SEASONABLE APPLIANCES NOW MOVING

Continued from page 43

homes meals are now being cooked right on the table. Particularly is this the case when the maid is out. The hostess by this means is enabled to preside and do her own cooking under most favorable circumstances and the food is served hot from the pan. The soup course is previously heated and brought to the table in thermos pitchers ready to serve. Plates are kept warm on the electric warmer so that the next course, which can be cooked at the table in the chafing dish, is served hot. On the small serving table is the grill and percolator.

Electric Fans Make Strong Seasonable Appeal

From the brief description given of the uses of the various electrical appliances, it is evident that any housewife would be proud to possess such articles for comfort and convenience. Displays showing these articles in use will often carry a strong appeal, for their value is not fully appreciated by a great many who, if once shown, would never be without them. Electric fans sell rapidly in the warm weather when demonstrated in an appealing manner—an achievement which is not difficult with such a seasonable line.

Then, too, electric power is being applied to sewing machines, assuring a rapidity of service hitherto undreamed of. The modern portable sewing machine weighs less than a packed suitcase and can be carried conveniently wherever one wishes to sew. Women who use them declare they get a great deal more work done with far less fatigue than by the old method. These machines not only simplify sewing but do dainty work and are capable of doing all kinds of sewing such as hemming and sewing on lace, edge stitching, etc.

Few Customers Know Points of Good Vacuum Cleaner

Judging by the large number of enquiries made by prospective purchasers of a vacuum cleaner, it is evident that the average individual has little conception of what constitutes a good cleaner. Here the dealer can establish himself by giving some practical information which will help the customer in choosing a cleaner. Tests for cleaning rugs can be carried out on a demonstration in the store.

It is doubtful is any electrical appliance will carry stronger weight with t housewife than the electric vacuum cleaner, for nothing is more desired by her than cleanliness in the home. Well she knows that sweeping rugs is drudgery and does not in the end do the job thoroughly. Also she knows that once or twice a year the rugs must all be taken ut and given a beating—more drudgery. But perhaps the strongest appeal for the use of vacuum cleaners is the fact that they clean rugs and carpets more thoroughly than any other device. Dirt cuts the nap and shortens the life of good rugs. It is therefore very necessary that they be cleaned thoroughly and often. Vacuum cleaners do all the work, supply all the energy and all the while, unseen, the dirt is being removed dustlessly from the fabric of the rug. To run the cleaner over the dining-room rug after each meal will pick up crumbs and food particles without injury to the rug and thus lengthen the life of the floor covering.

Farming Districts Offer Field for Expansion

The foregoing data deals with the sale of electrical appliances, which in the past, has been much larger in the cities than in the rural districts, but the latter districts and the farming communities present the greatest field for expansion in the sale of electrical appliances, according to the statement made recently by W. L. Goodwin, former vice-president and general manager of the Pacific States Electric Company. Mr. Goodwin stated that effort previously has been entirely devoted to the development of industry and to cities, while the farmer had never enjoyed the benefits that have accrued to the city man, but that in California the industry had practically covered the land with wires and it was surprising how the farmer had responded. He pointed out that one of the greatest faults had been that electrical men had been talking in technical terms, a fact which, he declared, had resulted in not one man in 50 having even a comprehensive conception of the hydro-electric development. He urged a language which would be understood by the public, otherwise, he said, the progress of electricity would continue to be greatly retarded through lack of proper understanding.

In co-operation, he said, the public always sensed some ulterior purpose, some effort on the part of the trade or industry to restrain trade and to raise the prices. That was not the intention, however. It was necessary that co-ordination be established.

"It requires a microscope to find electrical ads. in the papers to-day," he continued, referring to the inattention of the industry towards its retail aspect. Advertising, he argued, was one of the basic principles of business and they had so far attempted progression without attending to its foundation.

No Precedent to Act Upon

"The electrical industry is in the hands of a single generation," the speaker said. "We have no precedent to act on and we are going out into the wilderness. Occasionally we make mistakes but we are without that old conservatism in business." He referred to electricity as the basic matter of all industry.

Another matter which, unless remedied at once, would make necessary the reorganization of the whole structure of the electrical business, he said, was the standardization of electrical service not only in Canada but internationally. At present household equipment which was used in New York was of no use here owing to the difference in the voltage or the difference in the construction of the appliance. This matter, which would prevent a man taking his household electrical equipment to another part of the country with him, he said, causes the public to lose confidence. It would have to be remedied.

DO IT ELECTRICALLY

The Premier Electric Cleaner for $58.00
Laundry Queen Electric Washing Machine for $130.00
Marswell's Electric Washing Machine for $95.00
Electric Irons, reg. $7.50, for $5.50
Electric Stoves for .....$4.50, $8.00 and $7.50
Electric Toasters for .....$5.00 to $9.00
Electric Lamps for .....$15.00 up
Electric Table Lamps for .....$12.00 to $25.00
Benjamin Two-Way Plugs for $1.25

Marshall-Bevers Hardware Ltd.

The Stores of High Standard Quality.

131 EIGHTH AVE. E. M6320

1218 FIRST ST. WEST M6011

EVENTS IN THE TRADE

Business Changes

Keeler, Sask.—The hardware business conducted by W. H. Green has been purchased by J. E. Langtry, a brother of G. A. Langtry, hardware merchant of Tessier and Conquest, Sask.

Obituary

The death is announced of Robert John McNally, an old and highly esteemed resident of Blackstock, Township of Cartwright, County of Durham. Mr. McNally was born in Cartwright and conducted a furniture and hardware business in the village for a number of years.

Amherstburg, Ont.—Wm. H. Jones, aged 55, lifelong resident of this town, passed away at his home last week, after a short illness. For a quarter of a century Mr. Jones conducted a hardware business, later engaging in the manufacture of dynamite, in which he became an expert. His services as an explosive specialist became so well known that he was called to Haileybury, where, for a time, he was engaged with the Haileybury Powder Company.

Absorb Brantford Company

Brantford.—Controlling interest in the Brantford Emery Wheel Co. has been secured by the Waltham Grinding Wheel Co., Waltham, Mass., and the local company, which has been in operation for ten years, is absorbed by the big United States concern. The latter has an established Canadian trade at present, and it is expected that the production of the local plant will be increased. Col. Frank A. Howard will remain here as managing director.

Will Reside in Sydney

Sydney, N.S.—Official announcement is made that Edward P. Merril has been appointed general manager of the Dominion Iron & Steel Company and the Dominion Coal Company. Mr. Merril will reside in Sydney and will be in charge of all the operations of the two corporations and their subsidiaries. He has been a frequent visitor here for several months past, and has been understood to be an expert adviser to the interests behind the negotiations which have led to the creation of the British Empire Steel Corporation.

Newmarket on Daylight Saving

Newmarket.—In accordance with a proclamation issued by the Mayor, daylight saving is in effect here and will continue in force until September 4.

Brampton Hardware Stores Close Wednesday Afternoon

Brampton, Ont. — W. E.. Anthony; Brampton Hardware;; J. A. Henderson; White Hardware, have agreed to close Wednesdays at 12 noon during June, July and August, except where a regular holiday occurs in the same week.

Delegate of Automotive Equipment Assn. Goes to Paris

F. B. Caswell is en route to Paris to attend the International Chamber of Commerce meeting, which opens June 20th. Mr. Caswell is going to this meeting as a delegate of the International Automotive Equipment Association.

He is general sales manager of the Champion Spark Plug Company of Toledo, and vice-president and general manager of the Champion Spark Plug Co. of Canada, Limited, of Windsor, Ont.

Accompanying Mr. Caswell on his trip to Europe is R. R. Brown, who will represent the interests of the Champion Spark Plug Company of Canada, Ltd., in England.

Openings in Canada for British Firms

At a general meeting of the Toronto Branch, Canadian Association of British Manufacturers and their representatives, Mr. F. W. Field, British Trade Commissioner in Ontario, spoke of the close co-operation between the Association and the Trade Commissioners in Canada. "There are about 1,200 United Kingdom firms represented in Ontario," said Mr. Field. "The opportunity for United Kingdom trade in this market is good in a number of lines, despite the competition of foreign companies. Given aggressive treatment by the British manufacturer, this market will undoubtedly yield a substantial volume of business, as it has done in the past."

Improvement in Freight Movements Slower than Expected

"Improvement in freight movements has been slower than expected," says "The Iron Age." "In view of the several weeks which must transpire before any approach is made to normal conditions, it is noteworthy that there is a growing resignation to this fact, with its likely salutary effect, particularly on labor. Fuel continues at the moment to be the first consideration of both mill and consumer, and naturally every effort is being made to move raw and manufactured materials."

"Delivery uncertainties have chilled buying and the few cancellations reported are not indicative of any cessation in demand. Steel plates and structural material are easier, in part the result of diminished building operations in relation to large producing capacity, but marked firmness is noted in pig iron, in semi-finished steel, and in several forms of finished steel in which there has long been a pronounced scarcity, notably tin plate, of which it is predicted the supply will be 50 per cent. short of the needs."

Canadian Explosives Acquires New Company

Montreal.—A deal by which Canadian Explosives. Ltd., will secure possession of Dominion Copper Products Co., Ltd., has been arranged, and all that now is required to complete it is the sanction of the Copper shareholders, a special meeting of whom has been called for June 7.

The proxies are made out in the name of G. H. Duggan, H. H. Vaughan, F. L. Wanklyn and A. J. Brown, K.C., directors of Dominion Copper Products, and also prominent members of the board of Dominion Bridge Company.

It will be recalled that Dominion Copper Products was one of the subsidiaries created by Dominion Bridge interests during the war in connection with the handling of large orders for ammunition, the company being specially designed to supply the copper cases for certain classes of ammunition.

Cutlery Firms Amalgamate

A press report from England states that some cutlery manufacturers have formed what will be known as the British Cutlery Research Association. It is stated that manufacturers feel that this association will prove of great value in consolidating manufacturing of cutlery lines, particularly as mass production is contemplated. It is further reported that it has been formed under a Government subsidy plan. In addition to this the trade will arrange, it is said, to raise a fund itself.

Inquiries made of outstanding cutlery men of Montreal reveal the fact that while this association has been formed it is much more limited in scope than first reports indicated it would be. It appears that certain difficulties have arisen and that the association thus far is of a very limited nature.

Woolworth Sales

New York.—Sales of F. W. Woolworth Co. are estimated at $140,000,000 for the full year of 1920, an increase of nearly $21,000,000 over 1919. This is based on sales for the first four months, which were 17.41 per cent. greater than the same period of last year.

Business of this volume would bring aggregate sales since the formation of the company, in 1912, to about $825,000,000, or an annual average of $91,400,000 for the nine year period. To the end of 1919 the annual average was $85,553,616.

S. M. Ward Honored on Eve of Marriage

S. M. Ward, trade sales manager of the Canada Paint Company, Limited, Montreal, was honored on the eve of his marriage on Wednesday last, June 2nd, to Miss Mary Finnie of Montreal, by the office and sales staffs of the firm. This expression took the form of a presentation to Mr. Ward of a fine cabinet of silver, suitably engraved. Mr. and Mrs. Ward will reside in Montreal after returning from their honeymoon, which is being spent in New York.

Steel Mfrs. Weigh Outlook From Operating Standpoint Only

"As the return of normal operating conditions remains so problematical, some readjustments to a further period of fractional production of iron and steel are beginning to appear," says "The Iron Trade Review." "The action of a large Youngstown steel interest in reducing its clerical force 20 per cent. suggests that actual retrenchment is receiving attention by some managements. These measures are not due to a lack of orders, or of a large, unsatisfactory demand, but rather in spite of them, since unfilled obligations are heavy. Manufacturers confronted by suddenly distorted costs, especially in fuel, are weighing future prospects wholly from an operating, and not from a trade standpoint."

"Conditions Were Never More Unsettled"

The attitude of Canadian banks in discouraging the employment of the country's liquid financial resources in speculation in commodities was reflected in the addresses delivered at the annual meeting of the shareholders of the Imperial Bank of Canada this week. Peleg Howland, president of the Imperial Bank and of H. S. Howland & Sons, Co., Toronto, said that there was never a time in his memory when conditions were more uncertain. Sooner or later he looked for a period of deflation. However, if it came soon he believed that it would be only temporary in view of the shortage of commodities throughout the world. He did not see that there could be any real permanent reduction in prices until real work supplied a surplus of goods.

Western Manufacturers Elect Officers

D. J. Dyson, Chairman of Prairie Provinces, Branch of C.M.A.—Discussion of Tax Application—L. C. Stephens on Transportation Committee.

Winnipeg, Man.—D. J. Dyson was unanimously elected chairman of the Prairie Provinces branch of the Canadian Manufacturers' Association at the annual meeting held in the association offices; L. R. Barrett was elected vice-chairman.

During a discussion of the regulations pertaining to the collection of taxes under the budget the opinion was expressed that returns should not be asked for from manufacturers more frequently than once a month, and it was suggested that returns could be made on the first of each month and sent in to the Commissioner of Taxation not later than the fifteenth of the month following in which the sale took place.

Another point was raised in connection with the tax made on credit sales where customers became financially embarrassed. It was felt that the tax should be the first credit.

It was decided that manufacturers would charge the sale tax of one per cent. separately on all invoices.

Asks Aid for Soldiers

A report was read from a special committee, of which T. R. Deacon is chairman, recommending that efforts be made to induce the parliamentary committee on re-establishment to give returned soldiers and sailors who have not yet been re-established in civil life an opportunity to regain their pre-war status in regard to earning power.

E. Parnell submitted a report urging closer trade relations with Australia. The branch delegates will present resolutions to this effect at the manufacturers' annual convention to be held in Vancouver.

W. R. Ingram presented the report of the finance committee and J. M. Thompson, the membership committee report.

J. O. Thorn, chairman of the special committee on accident prevention, submitted a report recommending an amendment to the Workmen's Compensation Act, similar to that provided in the Ontario act, which provides that employers may form themselves into an association for accident prevention and make rules for that purpose. The meeting held that this was desirable and steps will be taken to deal with such legislation.

Committee Named

The following were elected as the executive council for the year: W. G. Fraser, T. R. Deacon, J. O. Thorn, E. Parnell, W. J. Fulton, W. R. Ingram, F. W. Drewry, W. J. Bulman.

Committees were named as follows:

Executive Committee

A. Davidson, N. W. Warren, C. F. Creighton, H. Echlin, E. F. Hutchings, H. Bell, W. T. Kennedy, W. A. Lawson, J. R. Hitchings, L. R. Baker, W. R. Milton, Major Rogers, A. B. Stovel, J. W. Ackland, G. Malcolmson, J. H. Parkhill, M. F. Christie, D. Dingwall, E. B. Reynolds, W. J. Welton, C. E. Lewis, Wm. Martin, R. A. Rogers, E. G. Parkers, T. Fernie, A. G. Hall, F. Shea, G. Stewart, G. H. Campbell, J. M. Horn, L. A. Willson.

Transportation Committee

W. R. Ingram, chairman; L. C. Stephens, J. Cameron, N. J. Breen, D. A. Clark, E. G. Parker, Wm. McKay, C. F. Roland, J. Minhinnick, P. Shea, A. Dobbs, A. E. Donavona, D. Dingle, D. Bowman, J. L. Costello.

Membership Committee

J. M. Thompson, chairman; C. E. Harvey, J. L. Costello, B. E. Windrum, A. Davidson, W. H. Brett, J. L. Paul, I. A. Turnbull, W. A. Church, H. Hutchings, C. F. Roland, P. G. Grout, A. L. Welton, G. W. Murray, W. T. Kennedy, T. Moore.

Insurance Committee

H. B. Lyall, chairman; C. C. Wardrope, J. Horn, W. Wood, D. N. Finnie, G. W. Veysey, J. S. Henderson, P. J. Smith, D. A. Harp, H. L. Wilson, Major Ackland, Wm. Martin.

Appreciate Assistance of Trade Paper

Winnipeg.—At the recent annual meeting of the Canadian Credit Men's Trust Association, Ltd., the following resolution was passed:—

"That the members of the Canadian Credit Men's Trust Association, Limited, representing the wholesale trade throughout the Dominion, in annual meeting assembled at Winnipeg, desire to express to the daily press and trade and financial journals of Canada their appreciation of the interest shown in and assistance given to the furtherance of the work that the association is doing for the improvement of business conditions throughout Canada."

Electrical Conference in Vancouver

VANCOUVER, B. C.—Celebrated electricians from all parts of Canada and the United States gathered here last week to attend an electrical conference. Among the subjects dealt with was "Electrical Merchandise," by Q. H. Caldwell, editor of the paper of the same name: "Conditions in the Electrical Business 20 Years Ago," by F. T. Copes; "Why I'm Here," by H. J. Kirkland, general manager of the American Conduit Company, and "How the Electrical Industry of the West Impresses Me," by M. K. Pike, Northern Electrical Company, Montreal.

Newsy Notes From Here and There

Toronto.—The retirement of Miss Lilian King from the service of Benjamin Moore & Co. Limited, prompted several presentations during last week. Advantage was taken of the visit of the president, L. P. Moore, on Thursday, to call the factory and office workers together and thus publicly acknowledge Miss King's loyalty and her faithful service for the past fourteen years.

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Toronto.—L. P. Moore, president of Benjamin Moore & Co. Limited, accompanied by W. P. Talbot, director, visited the Toronto plant during the week of May 29th.

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Montreal.—The marriage of Douglas Whittaker, assistant to the managing director of the Sherwin-Williams Company of Canada, Ltd., to Miss Ballantyne, was celebrated quietly in Montreal on Wednesday last. Mr. and Mrs. Whittaker left for New York, and on their return will reside in Montreal.

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Montreal.—H. Stewart, Montreal general manager of Gourock Ropework Export Company, is leaving shortly for an extended trip to the Old Country. Mr. Stewart will visit Glasgow and other cities, and will spend considerable time in Belfast.

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Montreal.—Harry E. Haynes, representing the Amalgamated Savage and Stevens Arms Companies, was in Montreal this week calling on the trade. Mr. Dery of Canada Needle & Fishing Company, Toronto, Ont., was in Montreal this week calling on the trade, and was accompanied by Mr. James, of England.

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Montreal.—Mr. Albinson, of Russill-Erwin Manufacturing Company, was in the city this week, having succeeded Mr. Bowman, who formerly covered this territory. W. H. Newton, manufacturing sales manager of the Canada Paint Cmpany, spent last week in Ontario. A. C. Cuaig, manager of Dominion Linseed Oil Company, Ltd., Montreal, returned this week from two weeks' visit to United States points.

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Montreal.—Col. Robert Starke, vice-president of the Canadian Wholesale Hardware Association, was one of the delegation who visited Sir Henry Drayton, Minister of Finance, in connection with the resolution presented to the Finance Minister regarding the budget. Geo. C. Davis, managing director Frothingham and Workman, Ltd., was in Ottawa this week attending the special conference of the Wholesale Hardware Association in connection with the budget. John W. Richardson, buyer for Caverhill, Learmont and Co., Montreal, is away on holidays.

Fort Saskatchewan, Alta.—R. Bunyon, formerly of Lloydminster, Alta., is now chief clerk for A. M. Carscadden, hardware merchant, Fort Saskatchewan, Alta.

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Wetaskiwin, Alta.—Balsillie Henderson Company have just recently added a stock of hardware to their regular business.

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Wetaskiwin, Alta.—Roulstone Bros., hardware, have recently put in a new system for handling paints and stoves. Instead of having the paints and stoves in the main store, they have built a partition dividing this department from the store.

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Edmonton, Alta.—V. W. Beans, 10543 97th St., Edmonton, recently purchased the block his store has been located in for the past year. It is a two-storey brick building, with two store frontage. He intends making alterations immediately to have another entrance on the side street and installing tanks for gasoline and oils.

English Fishing Tackle Manufacturer on Visit to Canada

Mr. Thos. Tulley, of Riverside, Ill., representative of Messrs. Ludgate, Ryder, Thomas & Co., fishing tackle manufacturers of Redditch, England, was a caller at the office of HARDWARE AND METAL last week. Mr. Tully is making a tour of the Eastern States and expects to make a trip through to Canada early in August.

Early in the year Ludgate, Ryder Thomas & Co. had a very disastrous fire, but they are gradually recovering from its effects.

A factory has been built at Broomsgrove, 7 miles from Redditch, where girls of 14 years of agge are being taught the fine arts of tackle making. These girls are later transferred to Redditch.

The firm has reconstructed their old factory at Redditch and have built new additions, and hope soon to be supplying the demand for all kinds of fishing tackle.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1023. **Machinery and iron and steel products.**—An old-established firm of general importers (English) in Rio de Janeiro will be glad to hear from, and receive catalogues, etc., from Canadian manufacturers of dairy equipment, shovels and tools, railway wheels and axles, rails, hydraulic presses, wood-pulp, windmills, barb wire, wires and cables for electrical purposes; also require information as to how the goods would be shipped and freight rates.

1024. **Machinery and hardware lines.**—A well-established British firm would like to secure exclusive selling rights in the United Kingdom for road machinery, agricultural implements, barb wire, galvanized wire, wire nails, bolts and nuts, tinsmiths' wire, baling wire, corrugated sheets, wire netting, chisels, axes, picks, shovels and other hand tools. They do not wish to act as commission agents. They are ready to buy and pay cash, and will undertake to advertise in the United Kingdom. A member of the firm is now in Canada and would be glad to call on manufacturers who are interested.

1025. **Plates and steel products.**—An English firm in Rio de Janeiro wish to import from Canada mild steel sheeting and plates, rivets, yellow metal sheets and ships' bottoms, locomotives, vertical log frame saw blades, circular saw blades, band saws of all dimensions.

1027. **Aluminum mats and angles**—A London firm wish to purchase from Canada aluminium corrugated mats for running boards of automobiles and also the angles, and invite offers from manufacturers.

1028. **Black wire.**—A Bristol firm wish to purchase 100 tons of black wire for making machine-made wire netting according to the following specifications, and invite prices from Canadian manufacturers who can fill orders promptly: 16½, 10 tons; 17½, 16 tons; 18½, 10 tons; 19½, 60 tons; 20½, 7 tons; 22½, 3 tons.

1029. **Wire nails.**—A Liverpool firm ask to be placed in communication with exporters of the above.

1030. **Enamelled ware.**—A Manchester firm inquire for manufacturers of enamelled ware open to appoint a representative in the north of England.

1037. **Electrical supplies.**—A business firm in Perth, Australia, would like to get into communication with manufacturers of electrical supplies who are prepared to export to Australia.

1041. **Forks, spades, churns, washing machines.**—A company in Ireland ask for the addresses of Canadian manufacturers of manure forks, spades, churns, cedar churns, tubs, washing machines, and wooden goods generally.

1044. **Pig-iron.**—A Scotch firm contemplate importing Canadian pig-iron, and would be glad to hear from the principal Canadian manufacturers.

1045. **Hoop iron.**—A Bucharest firm is desirous of receiving quotations from Canadian firms in a position to supply hoop iron for export to Roumania. Detailed specifications on application to Commercial Intelligence Branch, Department of Trade and Commerce.

1046. **Steel rails.**—A firm in Bucharest, Roumania, desire to receive quotations and terms of payment on 15,309 tons of steel for street railway. Further particulars as to specifications and financial terms on application to Commercial Intelligence Branch, Department of Trade and Commerce.

1047. **Chemicals, hardware, tools and textiles.**—An important firm at Christiania would like to secure agencies for the Scandinavian market of Canadian manufacturers of chemicals (wax cerecin, etc.), hardware, tools and textiles.

1054. **Enamelware.**—A correspondent at Cork reports a great market in Ireland for Canadian-made household enamelware.

Hardware Letter Box

Oulett Manufacturing Co.

Cochrane Hardware Limited, Sault Ste. Marie, Ont. Please furnish us with address of the Ouellett Mfg. Co., manufacturers of piano cream.

We are unable to locate any polish manufacturers under this name. Could any readers of HARDWARE AND METAL forward this information?—Ed.

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Poultrty Fence

Geo. D. Dahmer, Esq., Conestogo, Ont. —Would you kindly inform us the name of the manufacturer of the Blue Ribbon Poultry Fencing, and also who handles this line?

The name of the manufacturer is the Keystone Steel & Wire Company, Peoria, Ill., and is handled through the following jobbers:—Rice Lewis & Sons, Limited, Toronto; H. S. Howland, Son, Co., Toronto; J. H. Ashdown Hardware Co., Ltd., Winnipeg; Merrick-Anderson Co., Ltd., Winnipeg; Marshall-Wells Co., Ltd., Winnipeg; Wood-Vallance, Ltd., Winnipeg; Whites Limited, Collingwood, Ont.; Wood, Alexander and James, Hamilton, Ont.; Lewis Bros., Ltd., Montreal; Caverhill, Learmont & Co., Montreal; Frothingham & Workman, Montreal.—Ed.

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Primus Gas Stove

Verwood Hardware Company, Verwood. wood, Sask., Could you kindly give us the name of the manufacturer of the Primus Gas Stove, and also name of Canadian agent?

Christopher Collins, Limited, Birmingham, England, manufacture a gas stove of this type called the Primus. We do not know of any agent handling this line in Canada, although we understand it is handled by some jobbers.—Ed.

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Revolving Nail Bins and Store Fixtures

E. A. Burden,, Truro, N.S.—Please forward names of manufacturers of revolving nail bins and store fixtures.

Cameron & Co., Queen St. East., Toronto; Jones Bros. & Co., Ltd., Adelaide St. W., Toronto; Kent McClain, Carlaw Ave., Toronto; Canada Show Case Co., King St. W., Toronto; The Duluth Show Case Co., Duluth, Minnesota; Warren Mfg. Co., Chicago, Ill.; American Bolt & Screw Case Co., Dayton, Ohio; Hobart Bros., Troy, Ohio; Eclipse Mfg. Co., Welston, Ohio.—Ed.

Cobourg Reverts to Standard Time

Cobourg.—As no other town between Toronto and Kingston has adopted daylight saving, Cobourg has decided to revert to standard time on June 7. The town council reached this decision at its regular meeting this afternoon.

Catalogs and Booklets

SLATER & BARNARD LTD.

A very attractive catalogue has been issued by Slater & Barnard Limited, Hamilton, Canada, which they call their catalogue No. 12. The new catalogue is well illustrated and contains 74 pages, which shows a full line of tee and strap hinges, screen door spring hinges, wrought safety steel hasps, chest handles, trap door rings. Door track and hangers and many different styles for barns and garages, as well as house parlor door hangers and other special hangers, are also illustrated. Barn door latches, stay door fixtures, fire door fixtures, as well as store ladders and other fixtures, are also shown. The latest discount also accompany the catalogue. Readers of HARDWARE AND METAL may have one from the above named manufacturers on request.

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WOOD-VALLANCE LTD.

A new catalog of automotive equipment has recently been issued by Wood Vallance Ltd., Winnipeg. It is a well-illustrated catalog of over three hundred pages, containing much color work to better illustrate the accessories listed. The design of the cover shows a roadway with an automobile, motorcycle, truck, tractor and aeroplane in view, indicating that equipment for them can be supplied in addition to necessaries for garages and machine shops. The index covers both regular and Ford equipment. Items used in connection with the latter are plainly marked "F." Garage equipment and replacement parts are all shown in separate sections.

Special attention has been paid to listing specification charts covering the following lines: Proper bulbs for automobiles and trucks; specification charts on ignition, coil replacements, pyramid, automobile brush, specification storage battery, specification carburetors, automobile fuses, clutch facings, piston rings, fanbelts, bumpers, rim equipment, seat covers, radiator hood covers, mixing formula for non-freezing liquid, automobile spring, etc.

Also illustrated and properly listed are all replacement parts for Ford cars.

A large assortment of vulcanizing and storage battery equipment, welding, lead burning and brazing outfits are also shown.

The tool section has a wide variety of tools necessary in the shop, including wrenches of every description, service tools, tire repairing and vulcanizing tools, shop equipment of every description.

It has been the aim to make the catalogue not simply a reference book, but to arrange the goods and describe them so as to impart a more complete knowledge of the articles themselves, and in this way help the hardware store handling accessories and the garage man to pick out lines that will readily sell and simplify his ordering.

ON THE TRAIL OF THE PROFITEER

—Reynolds in Tacoma "Register."

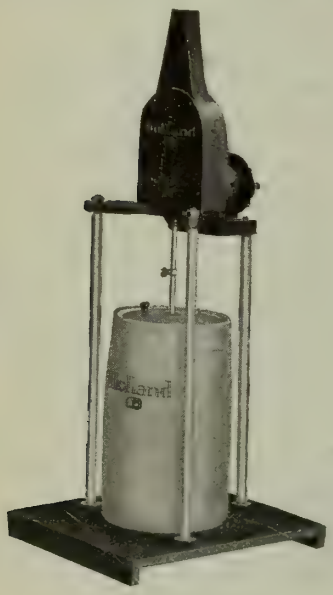
NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

ELECTRIC BUTTER MAKER

The Holland Manufacturing Co., 129-131 North Wells St., Chicago, are offering to the Canadian trade their new improved Electric Butter Maker, which they state is operated on the stick and dash principle, the application of an electric motor to the mechanism operating the dasher, giving a steady, forceful and constant stroke.

Safety is also one of the principal features, they state, and claim that this is made possible by all gearing and other moving parts being enclosed, thereby eliminating any danger to the person or clothing.



Electric Butter Maker

They also state that the churn complete with motor weighs only 60 pounds and may be readily carried from place to place as desired. The earthenware vessel may also be easily removed from the mechanism at any time for filling, cleansing or removing butter.

The manufacturers give the following description: The base of the churn is stained wood, supporting three iron uprights, which in turn support the driving mechanism mounted on a T-shaped base. Suitably located on the base are three pins which keep the earthenware container in proper place.

The container is a double-glazed stone jar with suitable side handles, making it easily handled and cleaned. It has a close-fitting top, rendering it impossible for cream to splash out.

The dasher includes a dash rod of aluminum, which eliminates rust or corrosion and is easily kept clean. The dasher blades are of maple, forming a cross, with an opening in each section which assists in working the cream.

The driving mechanism, base plate and casing are of iron, with one side easily removable for access to gears. The gear mechanism is directly connected to a 1/12 H.P. motor.

The machine is designed for home use and will churn from one-half to three and one-half gallons at a time. It can be equipped with motor, either for 110 volts alternating current or direct current, or 32 volts direct current. Suitable conducting wires are furnished which can be attached to any ordinary lamp socket or electric plug. The shipping weight is 75 pounds.

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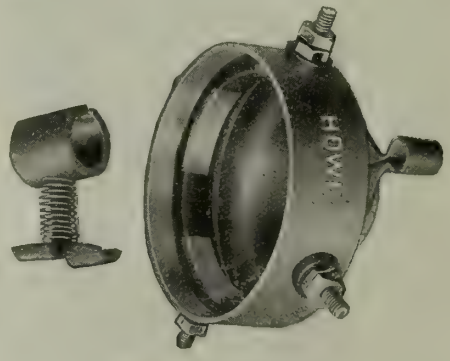
TIMER FOR FORD CARS

The Howe Lamp & Manufacturing Co., 115-123 E. Ontario St., Chicago, Ill. are offering to the Canadian trade their new timer for Ford cars, which, they state, is an entirely new achievement in timing devices, being practical, simple, and free from complicating delicate parts.

Formerly the use of too much, or not enough oil, and the wearing out of pins, rollers, etc., caused considerable trouble; this they claim is all eliminated in the new timers.

The manufacturers describe their new product as follows: No oil is necessary in the operation of the timer, therefore no cold weather congealing is possible. This makes it unnecessary to crank the car many times before the oil and grease becomes heated or softened so that a contact may be made. The shell is made of heavy gauge stamped steel and is finished in nickel plate. The insulating fibre is bone-hard, natural seasoned fibre. The steel contact fingers are unusually long, and are well machined and trued up with the fibre surface. The distributing finger or contact assembly which is attached to the timer shaft of the car, is composed of only three parts, The first section of the contact shoe cleans the surface of the segments. It then closes the circuit and passes a long, hot spark. This contact shoe and the long segments are made of hardened steel.



Timer for Ford Cars

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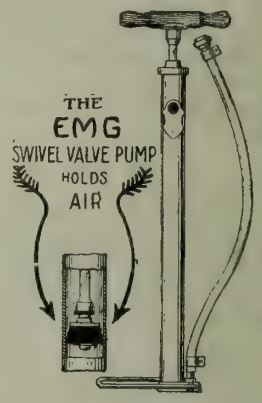
SWIVEL VALVE TIRE PUMP

The E. M. Grant Mfg. Co., Ethbridge, Tenn., are offering to the Canadian trade their new swivel valve air pump, which they state is especially constructed on scientific principles and is particularly designed to hold air.



Swivel Valve Tire Pump

The manufacturers claim that in the construction of their pump the barrel is made of heavy 18 gauge steel tubing and is finished in Brewster green enamel. They also point out that considerable attention has been paid to the leather pump washer, which they state is oil treated in a special manner, which permits the pump to be used after a long idleness without impairing efficiency.

The swivel valve that is used in connection with these pumps is also said to greatly add to its convenience and efficiency. The pump is made in three sizes. No. 1 has a 1¼ inch cylinder with a 20 inch stroke. No. 2 has a 1¼ inch cylinder and has a 24 inch stroke and the No. 3 has a 1½ inch cylinder which allows a 20 inch stroke.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

HIGHER prices continue to be made on hardware commodities and many important hardware lines have been revised upwards this week. Wood screws have been marked up approximately 10%. Silver flat ware masons' lines, cow bells, hose nozzles and couplings, gun sights, stove pipe polish, automobile is also higher in price. Cutlery, chalk and oils, keg blanks, waxes, boiler tubes, roofing, building paper, carpet and tarred felt, carriage heaters, stove pipes and stove pipe elbows, scythe snaths, and hammers of some makes have all been revised upwards.

The new luxury tax has caused some confusion in hardware stores regarding the necessity of a tax on certain lines and some merchants are protesting against being required to assume the one per cent. Turnover Tax, on the grounds that they stand to lose considerable on the yearly turnover through the loss of the fractional amounts on small articles. The luxury tax may also make a difference on the sales of sporting rifles and ammunition, etc.

Jobbers state their stocks are daily becoming depleted and replenishments are coming in very unsatisfactorily, on account of the drawback manufacturers are experiencing for lack of raw material.

Collections are coming forward freely, although financial institutions have tightened up considerably on loans.

MONTREAL MARKETS

MONTREAL, June 3.—Of interest are the changes of the week, and which are quite numerous. Papers and roofings of various kinds, as well as sheathings, are marked higher, and this is due to the continued advances for raw materials. Various cutlery prices have gone higher to the extent of ten per cent. Chalk and mason lines are advanced again, in keeping with the increases for twines of various kinds. Cow bells are higher this week. An advance is made for nozzles and hose couplings. Gun sights are higher. One line of oil mops has again advanced. Stove and pipe polishes are again higher. Various waxes, including candles, parowax, etc., are up one cent a pound. Automobile oils are higher. The luxury tax has made considerable difference in the selling prices of ammunition and rifles, although ammunition discounts are still unchanged. Key blanks are higher. Coal oil and gasoline are advanced in price, and this was very definitely forecast in HARDWARE AND METAL last week. Old material is tending to ease off as there is not much buying by the manufacturers and dealers are shipping in scrap from the country quite freely. The ingot list is rather dull, and little change, has been made. Trade is active for summer lines.

Chalk and Masons' Lines Have Taken on Advances

Montreal.

LINES.—The following prices, and which are higher than those formerly in effect, are being charged by the jobbing trade for masons' lines: No. 15, per doz., $2.25; No. 18, $2.50; No. 24, $3.50. This is for the white variety.

Chalk lines in 20 ft. hanks are selling as follows, per gross: No. 12, $5.40; No. 15, $6.60; No. 18, $7.20; No. 21, $8.40.

Papers and Roofings Again Revised Upward

Montreal.

ROOFING PAPERS.—Revised prices to higher levels are effective this week for various roofing and building papers. The following prices will be of interest: Cyclone dry per roll, $1.50; Cyclone tar, $1.60; dry sheathing, $1.05 per roll; tarred sheathing, $1.22 per roll; heavy dry sheathing, $5.45 per 100 lbs.; heavy tarred sheathing, $5.60 per 100 lbs.; rosin sized sheathing, $1.10 per roll; Surprise sheathing, $1.10 per roll; Ready Roofing, 2 ply, $2.30 per roll; Ready Roofing, 3 ply, $2.55 per roll; carpet felt, per 100 lbs., $9.00; tarred felt per 100 lbs., $5.70; pitch, $1.20 per 100 lbs.; coal tar, $8.00 per bbl.; refined coal tar, $9.25 per bbl.; shingle varnish, $9.75; roof cement, in barrels, per gallon, 50c; in 4 and 5 gallon cans in quantity, 60c; in 1's, 2's and 3's, per gallon 85c.

Ten Per Cent. Added to Various Cutlery

Montreal.

CUTLERY.—An advance of 10% is made this week for many lines of cutlery made by various manufacturers. Pen knives and pocket knives, table cutlery, butcher knives and carvers are included in the advance. More definite particulars will doubtless be forthcoming later.

Cow Bell Chimes Have New Advances

Montreal.

BELLS.—Cow bells have advanced again and are selling as follows: No. 7 per doz., $4.20; No. 6, $4.80; No. 5, $6.00; No. 4, $6.50; No. 3, $7.20; No. 2, $9.00; No. 1, $12.00; No. 0, $14.40.

Nozzles and Couplings Join in New Advances

Montreal.

COUPLINGS, NOZZLES. — Hose couplings are revised upwards this

week and are selling as follows: ½ in. per doz., $2.75; ¾ in. per doz., $3.00; 1 in., $3.50.

Canadian Gem hose nozzles are now quoted at $9.50 per doz.

Gun Sights Prices Ten Per Cent. Higher

Montreal.

GUN SIGHTS.—Revised prices to new high level are now obtaining for Lyman gun sights. The following prices are effective: No. 1, $5.50; No. 1A, $6.00; No. 2, $6.00; No. 2A, $6.50; No. 3, $1.20; No. 4, $1.80; No. 5, $2.20; No. 6, $2.20; No. 9, $1.05; No. 12, 55c; No. 20, $1.20; No. 26, $1.10.

Advance Is Made for Line of Oil Mops

Montreal.

MOPS.—New prices are being quoted by the trade on O-Cedar mops, complete with handle, as well as without handles. The complete mops are selling at $14.70 per doz. and without handles at $12.60. Extra handles are quoted at $2.10 per doz.

Stove and Pipe Polish Costing the Dealer More

Montreal.

STOVE POLISHES.—New prices are being quoted by jobbing trade for Sultana stove polish. No. 12 in gross lots are now selling at $1.30 per dozen and in less than dozen lots at $1.35.

Pipe gloss of this manufacture is selling at $2.70 per dozen, gross lots at $2.75 per dozen in less than gross quantities.

Waxes Up One Cent; Lubricants Up, Too

Montreal.

WAXES, LUBRICANTS.—An advance of one cent a pound on various waxes, such as parowax, and on candles, has been made effective. This is due to the higher rates now effective for the crude products.

LUBRICANTS.—Prices have advanced for various motor oils, several of the auto oils being considerably higher in price than they have been for some time. This increase is due to a similar basic cause.

Advances on Rifles; Ammunition Costs More

Montreal.

GUNS, RIFLES, AMMUNITION.—It is well to bear in mind that the tax on ammunition is considerable. While the present discounts on ammunition are those obtaining at the time of the budget enactment, it must be remembered that the 10% luxury tax is to be added, as well as the one per cent. war tax. This, of course, will apply to all orders filled on or after the 19th of May last.

American guns and rifles are now selling at 105% over list.

Ten Per Cent. Added to Price Key Blanks

Montreal.

An increase of 10% is effective for all kinds and styles of keys and key blanks. As the list is so very extensive it is impossible to outline any definite prices now obtaining.

Good Summer Stove Trade; Wares Are Firm

Montreal.

STOVES AND WARES.—Prices are firm on stoves. Summer oil and gasoline stoves are moving actively and are held on a firm basis. The difficulty which is now greatest is that of obtaining the necessary supplies. Stove increases, and of a substantial nature, are being forecast, and it will not be at all surprising if these come at any time. perhaps very soon.

Summer wares are in quite active demand, watering pots, refrigerators, and other "seasonables" going forward in round quantities to the dealers, who, in turn, are experiencing good business.

Increases Are Made on Oils and Gasoline

Montreal.

OILS AND GASOLINE.—"There may be an early revision upward." "An increase for refined products may come at any time." These two definite forecasts appeared last week in HARDWARE AND METAL'S market item on these products, and the changes have been since registered. Coal oil has advanced to 29 to 32c per gallon, and the undertone is strong. Motor grade gasoline has joined in these increases, and the basis for this is now 39½ cents per gallon. There is an active demand for the same.

Tax May Make No Lower Rope Prices

Montreal.

ROPE AND CORDAGE.—In view of the reduction that would naturally come through the withdrawal of the 7½% war tax on raw fibres or manufactured cordage imported, HARDWARE AND METAL is informed that operating costs have so increased, that there is little or no likelihood of the rope basis being any easier. Some have stated that the difference is negligible when these factors are figured. Present conditions in a business way are better than for some time and the movement is very satisfactory. Prices are: Pure manila, basis, 35½c; British and Beaver, 28c and sisal 22½c.

Nails Still Holding at $5.85 Per Hundred

Montreal.

NAILS AND WIRE.—Prices have remained firm on wire nails, but are unchanged. The standard wire nail basis is still $5.85, and that for cut nails $6.35. Difficulties still are met in supplying requirements of the trade.

WIRE PRODUCTS. — Considerable movement of various wire products i smanifest and there is some shortage of certain supplies. The market is steadily firm without change.

Steadily Active Sales of Most Lead Products

Montreal.

LEAD PRODUCTS.—Sales of sheet lead, lead traps and bends, and lead pipe have been fairly heavy, and the trade is absorbing quantities of these lines. There is a steady market, with no definite changes made in a quotable sense.

Lead pipe, per 100 lbs.	17 00
Lead waste, per 100 lbs.	18 00
Note.—Lead pipe is subject to a discount of 10%.	
Lead traps and bends	List plus 30%
Lead wool, lb.	0 16
Lead sheets, 2½ lbs.	0 14
Lead sheets, 3 to 3½ lbs, sq. ft., lb	0 13¼
Do., 4 to 8 lbs., sq. ft.	0 13
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 44
Solder, strictly, lb.	0 42½
Solder, strictly, commercial	0 39½
Solder, wiping, lb.	0 38
Solder wire (8 gauge)—	
40-60	0 41
40-55	0 44
50-50	0 47
Zinc sheets, casks	0 16½
Do., broken lots	0 17

Not Easy to Get All Sizes Iron and Steel

Montreal.

IRON AND STEEL.—Prices have not changed in any sense on iron and steel and there has been considerable activity. Jobbers state, however, that there has been more or less difficulty in obtaining some sizes of iron in the desired quantities. Considerable tonnage of this product is being employed in the reinforcing of concrete work.

IRON AND STEEL

Iron finish machinery steel	$4 95	
Norway iron	13 50	15 00
Single reeled machinery steel		6 50
Spring steel		5 50
Sleigh shoe steel		4 90
Tire steel		5 10
Toe calk steel, per 100 lbs.		5 80
Band steel		5 80
Harrow tooth steel		5 05
Mining tool steel, per lb.		0 24½
Black diamond tool steel, per lb.		0 24½
Black diamond cast steel, per lb.		0 24½
Common bar iron, per 100 lbs.		4 55
Refined iron, per 100 lbs.		5 55
Mild steel		4 90

3-16 and thinner flats in iron or steel take extra 50c. per 100 lbs. over base and regular extra.

Who Has Steel Sheets May Get Ready Buyers

Montreal.

SHEETS AND PLATES.—Prices on steel sheets have, of course, been maintained at high levels. As a matter of fact the situation is very difficult and early relief is not looked for; is doubtless impossible. The jobbing trade have certain gauges for a time, and then are sold out, while to renew stocks is really out of the question. Holders of stock may sell at good prices, with a premium paid over in many cases.

BLACK SHEETS—	
10 gauge	9 00
12 gauge	9 05
14 gauge	9 10

16 gauge	....	9 35
18-20 gauge	....	9 40
22-24 gauge	....	9 45
28 gauge	....	9 50
GALVANIZED SHEETS—		
26 gauge	....	9 50
U.S. Standard—		
10¾ gauge	....	12 50
28 gauge	....	12 10
26 gauge	....	10 75
22 and 24 gauge	....	11 55
20 gauge	....	11 55
18 gauge	....	11 55
16 gauge	....	10 25
English Standard—		
26 gauge	....	12 25
28 gauge	....	12 50
24 gauge	....	11 65
22 gauge	....	11 30
18 and 20 gauge	....	10 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Arrival Old Metals Tends to Weakness

Montreal.

OLD MATERIAL.—Prices have been tending to sag, due, it is stated, to the receipt of supplies from country dealers, and whose shipments have been in excess of the demands of manufacturers for this class of stuff. The movement is limited at present and revisions downward are not improbable.

Dealers' Buying Prices.

Automobile tires	0 02½	0 03
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 08	0 09
Scrap zinc	0 07	0 08
Lead, heavy	....	0 07¾
Lead, tea	....	0 03½
Light copper	....	14 50
Heavy copper	....	18 00
Wrought iron, No. 1, per gr. ton	....	22 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	16 00
Stove plate, per ton	....	30 00
Heavy melting steel	....	22 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00
Machinery, cast (ton)	35 00	37 00

Still Uninteresting Is Ingot Metal List

Montreal.

INGOT METALS.—Little interest attaches to ingots, and the importers state that the volume of trade is small, for the most part.

COPPER.—Some business is being transacted, and while the market is a trifle firmer there has been no actual advance. Electrolytic, 23½c; Casting, 23c.

TIN.—London prices have settled down again, and there has been no change of moment during the week. There has been but limited buying under the prevailing conditions of recent weeks. Local quotation still holds at 63c.

ANTIMONY.—Very dull and quite unchanged. Price 12½ to 13 cents per lb.

ALUMINUM.—Little new interest attached to this during the week and the price remains at 35 to 38c per lb.

SPELTER.—Is slightly firmer, and quoted at 11 cents.

LEAD.—Still holding at 11¼ cents per lb. There is little new in this metal.

TORONTO MARKETS

TORONTO, June 3.—The peak for higher prices has apparently not as yet been reached and higher prices continue to be made. Ready roofing, building paper, tarred and carpet felt and straw sheathing, all have again come up for further higher prices. Carriage heaters have also been marked up. Gasoline and coal oil have been advanced one cent per gallon, and the tendency is still upward. Machine oil has been marked up 4 cents per gallon. Hose bands, couplings, nozzles and lawn sprinklers are scarce. Stove pipes and stove pipe elbows, scythe snaths, 1847 silver flat ware, and boiler tubes have all been revised upwards.

Now that the real meaning and effect of the new taxation is more clearly outlined as a result of two weeks' discussion it is evident that a large number of additional sources of revenue are being located.

Freight transportation continues to be very slow, although with the lifting of the freight embargo shipments are coming to hand more readily.

Collections continue to come forward freely and business is reported excellent. Jobbers state they are having great difficulty in securing supplies, and warehouse stocks are getting very low.

Gasoline and Coal Oil Have Been Marked Up 1c

Toronto

GASOLINE AND COAL OIL.—As predicted in previous issues of HARDWARE AND METAL higher prices have again been made on gasoline and coal oil, and many are of the opinion that prices on this commodity have not as yet reached the peak and the tendency is still upwards. It is hard to state the direct factors bearing on the case as there are so many phases to the situation, and while the price on crude oil has remained firm, higher cost of refining, handling and hauling and other charges have increased, it is stated. Coal oil is now quoted at 30½c per gal. for the best grade, while the second grade is quoted at 27½c per gal. Gasoline has been revised upwards, and the new selling price to the dealer is 38c per gal.

Machine Oil Has Been Advanced 4c *Per Gallon*

Toronto.

MACHINE OIL, in line with other kindred products, has also been revised upwards. The new price is very firm and the tendency is still upwards. The black summer oil now costs the dealer 25c per gal., while the black winter oil has been marked up to 25½c per gal., being an advance of approximately 4c per gal.

Higher Prices Again Made on Ready Roofing

Toronto.

READY ROOFING has again come up for revision of prices, and new quotations are current. The Everlastic roofing is now quoted at: One-ply, $2.25; 2-ply, $2.75, and 3-ply, $3.20. The Panamoid also costs more, the 1-pdy being $2.10 per roll, while the 2-ply sells for $2.55, and the 3-ply $2.95 per roll.

Carpet and Tarred Felt, Etc., Have Higher Prices

Toronto.

CARPET AND TARRED FELT have been advanced and new and higher prices are now in effect. The heavy tarred straw now sells for $5.60 per hundred lbs., the heavy dry straw $5.45 per hundred lbs. Carpet felt has also been revised upwards and will now cost the dealer $9.00 per hundred lbs.

Building Paper Has Again Been Revised Upwards

Toronto.

BUILDING PAPER.—Some lines of building paper have again been revised upwards and stocks are none too plentiful, it is stated. The dry No. 1 now costs the dealer $1.50 per roll; the No. 2, $1.05 per roll. The tarred No. 2, $1.22 per roll, and the No. 1, $1.60 per roll. The Surprise has been marked up to $1.10 per roll.

Hose Fittings Scarce; Stocks Coming Slowly

Toronto.

HOSE FITTINGS.—There is a very great scarcity on nearly all kinds fittings for garden hose, including hose clamps, hose couplings and hose nozzles. One jobber stated that his requirements had been booked approximately one year ago, but so far he has been unable to obtain any shipments whatever, and also stated that his stocks were becoming very low.

The very favorable warm weather which has recently set in, has stimulated the demand for hose and hose fittings, and many gardens and laws are being attended to this year.

LAWN SPRINKLERS are also very stocks on hand are not nearly sufficient scarce and some are of the opinion that to cover the requirements of the trade, and little hope is held out for immediate delivery. Hose couplings are being quoted at ½ inch, $2.65; 3-4 inch, $2.95 per doz., while the hose clamps, ½ x 3, are quoted at $4.00 per gross, and the 3-4 x 3, $4.50 per gross.

New Higher Prices Made For Carriage Heaters

Toronto.

CARRIAGE HEATERS.—New and higher prices have been made on carriage heaters, and Clark's brand will now cost more money for fall booking. The No. 5B has been revised upwards to $3.60 each; the 7C, $4.40 each, and the 7B, $5.25 each.

COAL for above heater has also been revised upwards, and will now cost the dealer $1.40 per doz.

Sand Screen Prices Firm; Good Volume Moving

Toronto.

SAND SCREEN.—The demand for sand screen is said to be a very heavy one and good quantities are moving. Stocks are none too heavy, and some are having difficulty securing replacements, it is stated. The 2½ x 2½ inch mesh is quoted at 65c per yard; the 3 x 3 inch mesh is quoted at 85c per yard, and the 4 x 4 inch mesh is quoted at 85c per yard.

Garden and Lawn Hose Has Heavy Demand

Toronto.

GARDEN HOSE.—A very heavy demand is current for garden hose of all kinds, and all in the trade are enjoying a very good business. Manufacturers, however, state that hose is becoming very scarce and that they have great difficulty in keeping pace with the present demand. One manufacturer stated that he may be compelled to put his product up 250 ft. to the reel, in place of the former 500 ft., with the result that those ordering 500 ft. would only be able to secure half the quantity desired. hTe following are the present quotations:

Garden Hose—½ x 3, 14½c per foot; ¾ x 3, 19c; ½ x 4, 16c; ¾ x 4, 21c.
Corrugated—½, 23c per foot; ⅝, 26c; ¾, 29c.

Stove Pipe Elbows Have Also Been Marked Up

Toronto

STOVE PIPE ELBOWS.—New and higher prices have again been made on stove pipe elbows, the light 6 inch is now quoted at $2.75 per doz., while the 7 inch is quoted at $3.00 per doz. The heavy 6 inch is selling at $3.60 per doz., and the heavy 7 inch at $4.00 per doz., while the galvanized No. 7 is sold for $6.35 per doz.

ADVANCE ON WOOD SCREWS

As HARDWARE AND METAL goes to press it is learned that an advance has been made in the price of wood screws, the flat head iron now being quoted at a discount of 70 per cent. in place of a former 72½ per cent. discount. Round head and oval head iron wood screws have also been advanced by lowering the discount from 70 per cent. off the list to a new discount of 67½ per cent. of the present list.

7-inch Stove Pipes Now Cost Dealer $31.85 C

Toronto.

STOVE PIPES have also been marked up. The 7 inch light is now selling for $28.85 per hundred, the 6 inch heavy selling at $29.70 per hundred, and the 7 inch heavy have been marked up to $31.85 per hundred.

New Prices Made on Various Scythe Snaths

Toronto.

SCYTHE SNATHS.—As already reported by HARDWARE AND METAL scythes and smaths have been revised upwards. The new prices are now available and are as follows:—

Patent Swings, No. 00, $15.60 per doz.; No. 1, $15; No. 2, $14.40; No. 3, $13.20. Ring and Wedge, $18; No. 2, $13.20; No. 3, $12; Bush., $16.20.

Oiled and Annealed Wire Quoted at $6.15 Base

Toronto.

WIRE.—Oiled and annealed wire, continues to be a very scarce commodity, and jobbers state they have great difficutly in securing sufficient to supply the heavy demands that are being made on them. This is also practically true of all kinds of wire. The present quotation on O and A wire is $6.15 per hundred lbs. base.

1847 Silver Flat Ware Has Been Advanced 5%

Toronto.

SILVER FLAT WARE.—In line with advances in kindred commodities, the 1847 brand silver flat ware has been Star brick drills. The new price will approximately 5 per cent. over former prices.

Star Brick Drills Have Been Advanced 10%

Toronto.

BRICK DRILLS.—New and higher prices have again been announced on star brick mills, the new price will approximate 10 per cent. over former prices.

Cow Bell Prices Have Been Advanced

Toronto.

COW BELLS are also among the commodities which have new and higher prices this week. The new prices are approximately 10 per cent. higher.

Clothes Line Wire Prices Again Revised Upward

Toronto.

CLOTHES LINE WIRE.—In line with the advancing cost of nearly all kinds of wire, clothes line wire has again been revised upwards. The new prices are approximately 10 per cent. higher.

Wire Solder 1c Cheaper; Other Products Steady

Toronto.

LEAD AND ZINC PRODUCTS continue to hold at unchanged prices, although the tendency on the basic metals is somewhat weaker and is showing a sagging tendency. The demand, however, is very brisk and the large amount of building that is going up at present is stimulating the demand for lead waste pipes and lead traps and bands, etc. Solder is also moving very freely, and wire solder is 1c cheaper, the new quotation being 43c per lb.

It is not expected that any change in price will be made for some little time, it is believed, and this may be that while the raw materials are somewhat cheaper the heavy demand and high cost of manufacturing will have a tendency to keep the price steady. The following are the present quotations:—

Lead pipe, list, per lb.	0 17
Lead waste pipe, list, per lb.	0 18
Do., over 8 in., list, per lb.	0 19
Lead traps and bends	add 30%
Lead wool, lb.	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 13
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 44
Solder, strictly, lb.	0 38½
Solder, commercial, lb.	0 36½
Solder, guaranteed, lb.	0 44
Solder, wiping, lb.	0 36
Zinc sheets, per lb.	0 19

Boiler Tube Prices Advance

Toronto.

BOILER TUBES.—A heavy demand has set in of late and boiler tube stocks are becoming very low. This development, it is believed, is due to the embargo which has tied up freight to such an extent, and while it is true that the embargo has practically been lifted, at least in most points, the congestion is said to be so great it may be several weeks before all the cars are started and on their way to their destination.

This situation is alo affected by transportation of coal and raw material for the making of skelp. Some have it that some of the skelp mills have been closed down for several weeks, and in

the face of the heavy demand for boiler tubes and pipe, etc., has a great tendency to create a scarcity. Fair marine business is still being handled and other boilers, especially those used for heating purposes, are being overhauled so as to be ready again for the cold weather.

Jobbers state that in some cases it is necessary for them to go into the local market and pay premiums in order to get some sizes. The following prices are in a slight advance over the former, which is said to be due to the above situation:

BOILER TUBES—	Seamless	Lapweld
1 inch	$28 00	.....
1¼ inch	32 00	.....
1½ inch	33 00	.....
1¾ inch	35 00	30 00
2 inch	34 00	30 00
2¼ inch	38 00	33 00
2½ inch	47 00	37 00
3 inch	53 00	47 00
3¼ inch	.....	54 00
3½ inch	70 00	49 50
4 inch	98 00	64 00

Corrugated Sheets Still Scarce; Prices Firm

Toronto.

CORRUGATED SHEETS.—The difficulty of securing flat sheets continues to be a great detriment to the manufacturer of corrugated sheets, who say they are having great difficulty in securing sufficient raw material to fill their orders on hand.

This situation is due mainly to the scarcity of steel and iron, although the recent freight embargo on the United States railroads has not been without its effect, and while it is true that the embargo has been lifted in many places, the congestion, it is stated, is so great that it may be several weeks before it will be all straightened out. The demand continues to be a very heavy one and the present quotations are very firm and are as follows:—

	Per 100 square feet	
Corrugated Sheets—	Gal'zd.	Painted
No. 28 gauge	$10.50	$ 8.50
No. 26 gauge	11.25	9.75
No. 24 gauge	16.75	12.00
No. 22 gauge	19.75	15.00
No. 20 gauge	23.50	19.25
No. 18 gauge	30.00	23.75

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Discount, 7½%.

Famine for Sheets and Plates Still Prevails

Toronto.

SHEETS AND PLATES.—The famine which has prevailed on this commodity is showing little signs of immediate relief and jobbers generally state that they have no sheets to sell. Some state they have considerable tonnage in transit, which has been tied up for several weeks in the freight embargo in the United States, and that they are only able to obtain very light shipments, if any, that manage to trickle through.

Few, if any, expect to get shipments very promptly as it is believed that the congestion is so great that it may be some considerable time before it is straightened out and cars are again on their way to their destination. It is interesting to note that goods being ordered recently are coming in very promptly, and this indication that the goods ordered last will come in first may be carried out until the congestion is relieved, but which incidentally may hold up the delay of many carloads of sheets previously dispatched.

Owing to the great shortage, the following prices are quoted merely as a guide, as it is believed that very few could supply a full list of sizes, as it is necessary in many cases to pay premiums over these quotations, as jobbers often find it necessary to go into the local markets in order to secure stocks to fill their orders.

BLACK SHEETS

14 gauge	....	$8 95
16 gauge	....	9 00
18-20 gauge	....	9 45
22-24 gauge	....	9 50
26 gauge	....	9 55
28 gauge	....	9 65
3-16 inch plate	....	9 75
¼-inch boiler plate	....	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier		Apollo	
10¾ oz.	$12 00	$11 50	$12 00	$12 25
U.S. 28	11 45	11 70	11 45	11 85
U.S. 26	11 15	11 40	11 15	11 55
22 and 24	11 00	11 25	11 00	11 40
18 and 20	10 70	10 95	10 70	11 10
16	10 70	10 95	10 70	11 10
12 and 14	10 55	10 20	10 55	10 95

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Iron and Steel Bar Prices Remain Firm; Unchanged

Toronto.

IRON AND STEEL BARS.—A big demand continues to be made for iron and steel bars of all kinds, and while it is difficult to get material jobbers state they are not losing any business on account of the mills not being able to supply them. It is believed, however, the mills are very busy and are booked up months ahead. The scarcity of coal has been a big factor in holding up production, and strikes and other labor troubles have also been a great drawback to the manufacturer, it is stated. In some cases it is believed that the mills are not accepting orders unless for long date booking as their capacity has already been reached. The present prices are firm, and no immediate change is expected. The following are the present quotations:—

Common bar steel, 3-16 and light	6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and heavier	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	....
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Hoop steel	6 75

Weaker Tendency Noted for Waste Materials

Toronto

WASTE MATERIALS.—The downward sagging tendency which has been noted on scrap and waste material for several weeks has shown little change, and if anything the tendency is lower, it is stated. Dealers say they are unable to understand the present situation, and whether prices drop out or again begin to advance remains to be seen. No. 1 cast iron and stove plates, which have been very scarce for some time back, are also showing a weaker tendency, and the demand is slackening off, it is stated. It may be with the lifting with the embargo on the United States railroads that prices on these commodities will straighten and the demand again pick up, as the tying up of many industries is believed to be mainly the cause of the present situation. The following are the present prices:—

WASTE MATERIAL

No. 2 busheling	....	13 00
Stove plate, per ton	....	32 00
Yellow brass	....	0 10
Red brass	....	0 15¾
Light brass	....	0 08
Scrap zinc	....	0 06½
Heavy copper	....	0 17
No. 1 machinery cast	....	38 00
Heavy melting steel	....	15 00
Wrought iron, No. 1, per gr. ton	....	15 00
Heavy lead pipe	....	0 06
Old rubbers, boots and shoes	....	0 06
Overseas lumbermen's rubber boots	..	0 04
Bicycle tires	....	0 01½
Automobile tires	....	0 03
Heavy lead pipe	....	0 05¾
Tea lead	....	0 11

Some Lines Cotton Waste Marked Up 2c Lb.

Toronto.

COTTON WASTE.—Some lines of cotton waste have again come up for revision and new and higher prices are now in effect. Some of the new quotations are as follows:

Cotton Waste—White, XXX, 23c; XX, 21½c; X, 20c; XC, 18½c.

Colored—No. 1, 18c; No. 1A, 14½c; No. 1B. 12½c; No. 7, 16c; No. 8, 11c.

Tin, Lead and Spelter Weak; Unchanged

Toronto.

INGOT METALS.—Little change has been made on ingot metals this week, and while the tendency is still weak no lower prices have been made in this market.

TIN continues to hold at 60 cents per pound. Stocks are still very light.

COPPER shows no change and is still quoted at 24 cents per pound.

LEAD is also showing weakness, although no new prices have been made; the quotation remaining at 10½ cents per pound

ANTIMONY.—Stocks are none too heavy. The tendency is still weak and prices remain at 15 cents per pound.

SPELTER.—Prices show no change and the tendency is still weak, the quotation remaining at 10½ cents per pound.

ALUMINUM shows little activity, the demand being light; the price is still quoted around 37 cents per pound.

LONDON MARKETS

LONDON, June 3.—Higher prices continue to be made on important hardware lines, although some satisfaction is expressed over the fewer number of lines affected. 1847 silver flat ware has been marked up this week, the new quotation being approximately 5% higher. The wire nail situation shows little improvement. Poultry netting, screen wire cloth and kindred lines are becoming very scarce. A heavy demand is current for screen doors and windows, screen door hardware, lawn mowers, refrigerators, Paris green, paint and other spring lines. Lawn hose fittings are getting very scarce.

Business in the hardware stores has been exceptionally good during the past week. Prices continue firm. Collections are very satisfactory. Some confusion has been caused in the hardware stores regarding the luxury tax and some were not clear on what articles it applied, etc.; however, merchants are gradually becoming better informed as to the new legislation and what is required of them.

Wire Nail Situation Shows No Improvement

London, Ont.

WIRE NAILS.—Jobbers generally report a very heavy demand for wire nails and state their stocks are becoming very low with very little prospect of replenishing them in the near future. It is hard to say just yet what the mills will be able to do, as at present it is believed they are very heavily booked and it is the opinion of some that the mills will not be able to accept business for wire nails for some time to come.

Regardless of the advanced cost of building materials, many buildings are being erected and the demand for wire nails is becoming heavier instead of easing off. The present quotation on wire nails is $6.10 base while the cut nail is quoted at $7.50 base.

Poultry Netting Stocks Light; Little Coming In

London, Ont.

POULTRY NETTING.—The demand continues very heavy for poultry netting, although jobbers state their stocks are becoming very low and can see no immediate possibility of replenishing their stocks. They claim the mills are unable to cope with the present business offering. This is also true of wire nearly, all kinds, it is stated, the Canadian two-inch mesh poultry netting now being quoted at net list and the one-inch mesh is quoted at an additional 5 per cent. to the list.

Garden and Harvest Tools Still 50 and 10% Off List

London, Ont.

GARDEN AND HARVEST TOOLS.—The increasing number of gardens and lawns being kept this season has been a great stimulant for garden and harvest tools, and very large quantities are moving. The price remains unchanged. The present quotation is very firm, and is listed at 50 per cent. and 10 per cent. off the list.

Screen Wire Cloth Sales Seasonably Heavy

London, Ont.

SCREEN WIRE CLOTH continues to have very good demand and a good volume is moving. The painted black is still being quoted at $3.60 per hundred square feet and the galvanized at $4.75 per hundred square feet.

Screen Door and Window Prices Firm; Unchanged

London, Ont.

SCREEN DOORS AND WINDOWS.—The warm weather is greatly stimulating the already heavy demand for screen doors and windows and many are preparing for the fly season. Much of this class of business has already been done this season, it is believed. The following are some of the prices on some of the better-known lines:

No. 13, $4.80 doz.; 14, $5.15 doz.; 14½, $5.50 doz.; 15, $5.90 doz.; 16, $8.15 doz.; 1, $4.25 doz.; 2, $5.65 doz.; 3, $.20 doz.; 4, $6.60 doz.; 5, $7.25 doz.; 6, $7.85 doz.; 7, $8.40 doz.; 8, $9.05 doz.; 9, $10.00 doz.; 10, $12.00 doz.

Screen Doors

No. 1, grained only, $22.35 doz.

No. 21, mission style, $33.35 doz. Grained, filled and varnished.

No. 3, with brackets, $36.50 doz. Grained, filled and varnished.

No. 8, with panel, $39.35 doz. Grained, filled and varnished.

No. 9, with panel and oval, $47.40 doz. Grained, filled and varnished.

Firm Price Holds on Screen Door Hinges

London, Ont.

SCREEN DOOR SPRING HINGES.—In line with the big demand which is taking place for screen doors and windows, screen door spring hinges are also having a big sale. The present quotations are very firm. No change in price has recently been made. The following are the present quotations:

	Doz. prs.
No. 20, Japanned	$1.50
No. 7/11, loose pin	1.75
No. 50, double acting	5.45
No. 2255, sets	3.50

Screen Door Coil Springs Have Brisk Turnover

London, Ont.

COIL SPRINGS for screen doors are also having a big sale and the demand is steadily increasing. The present quotations are as follows:

Perfect, No. 2—65c doz.; No. 3—80c doz.; No. 4—95c doz.; No. 5—$1.05 doz.

Refrigerator Prices Firm; Demand Good

London, Ont.

REFRIGERATORS.—The very warm weather of the past few days has been a big stimulant to the sale of refrigerators, and all in the trade are very well satisfied with the business that is being offered. Some have it that there are more refrigerators moving this year than has been noticed for some years back. The household is being quoted at a discount of 40 per cent. off the list while the grocers' is quoted 35 per cent. off the list.

Rope Sales Brisk; Prices Remain Unchanged

London, Ont.

ROPE.—The sale of rope of nearly all kinds has been very satisfactory to nearly all in the trade, and many are looking forward to one of the biggest years that they have experienced for sometime back, and according to present indications this may be the case, it is stated. Prices remain unchanged and the following are the present quotations:

Pure manila	.35½ base
Beaver manila	.28 base
New Zealand hemp	.28 base
Sisal	.22½ base

Heavy Demand Causes Shortage of Lawn Mowers

London, Ont.

LAWN MOWERS continue to have a big sale and warehouse stocks are becoming very light, with difficulty experienced in replenishing. The quotations on some of the better known lines are as follows:

K 8 in. wheel, 3-blade—12 in., $6.55 each; 14 in., $6.80; 16 in., $7.10.

K 9 in wheel, 4-blade—12 in., $6.80 each; 14 in., $7.10; 16 in., $7.35; 18 in., $7.85.

C 10½ in. wheel, 4-blade, plain—14 in., $8.40 each; 16 in., $8.80; 18 in., $9.15; 20 in., $9.95.

BB 10½ in. wheel, 4-blade, ball bearing—14 in., $10 each; 16 in., $10.50; 18 in., $11; 20 in., $11.55.

The following figured net at 25% off list:

Daisy—12 in., $6.19 each; 14 in., $6.75; 16 in., $7.28.

Star—14 in., $8.03 each; 16 in., $8.55.

Woodyatt—14 in., $8.85 each; 16 in., $9.38; 18 in., $9.90; 20 in., $10.43.

Empress, ball bearing—14 in., $11.44 each; 16 in., $12; 18 in., $12.49; 20 in., $13.01.

Lawn Hose, Supplies Light; Big Demand

London, Ont.

LAWN HOSE also has a very good sale and a big volume is moving at pre-

sent. The present quotations are very firm and no changes have been made. Some of the present quotations are as follows:

3 ply—½ in., 14½c ft.; ⅝ in., 17c ft.; ¾ in., 19c ft.
4 ply—½ in., 16c ft.; ⅝ in., 19½c ft.; ¾ in., 21c ft.
5 ply—½ in., 18c ft.; ⅝ in., 21c ft.; ¾ in., 23c ft.
Corrugated—½ in., 23c ft.; ⅝ in., 26c ft.; ¾ in., 29c ft.
Corrugated in 500 ft. reels, less 5%.

Hose Fittings in Big Demand; Stocks Light

London, Ont.

HOSE FITTINGS.—In conjunction with lawn hose and other accessories for the upkeep of the gardens, lawns, etc., hose fittings of nearly all kinds are having a very big sale this season. The Canadian Gem hose nozzle is now quoted at $8.60 per dozen, while the Genuine is quoted at $12.75 per dozen. The following are the present quotations on hose clamps and couplings:

Clamps—½ in., 40c doz.; ⅝ in., 45c doz.; ¾ in., 45c doz.; 1 in., 80c doz.; 1¼ in., $1.50 doz.; 1½ in., $1.75 doz.
Couplings—½ in., $2.60 doz.; ⅝ in., $2.70 doz.; ¾ in., $2.75 doz.; 1 inch, $4.00 doz.

1847 *Plated Ware Has Advanced* 5%

London, Ont.

PLATED FLAT WARE.—The 1847 plated flat ware has again been advanced and this time the upward revisions amount to 5 per cent. over former prices. The new quotations, it is claimed, are a result of the higher cost of labor, raw material and many other factors that confront the present day manufacturer. The new quotations on some of the best known lines are as follows:

Tea spoons, $4.80 doz.; dessert spoons, $8.55 doz.; table spoons, $9.55 doz.; coffee spoons, $4.80 doz.; berry spoons, $1.85 each; cold meat forks, $1.15 each; butter knives, $1.00 each; pickle forks, 90c each; sugar shells, 90c each; No. 12 plain dessert knives and forks, $5.90 doz.; No. 12, table knives and forks, $6.10 doz.; No. 52, pattern dessert knives and forks, $6.45 doz.; No. 52, table, $6.80 doz.

Fence Wire Prices Have Been Withdrawn

London, Ont.

FENCE WIRE.—A very great scarcity continues to inconvenience nearly all in the trade and one jobber stated to HARDWARE AND METAL there are oftentimes when we are unable to procure even a few rolls of common black fence wire. This is significant of the wire situation throughout, it is stated, and many are wondering what the near future will show in the way of replenishing stock. The No. 9 and No. 12 galvanized, also barb wire prices, have all been withdrawn and prices are now being quoted on application only.

Paris Green Prices Firm; Demand Increasing

London, Ont.

PARIS GREEN.—The demand is gradually increasing for this commodity and all in the trade are looking for a heavy business during the season. The present prices remain very firm. No change has recently been made The present prices are quoted as follows:

½ lb. pkgs., 58c lb.; 1 lb. pkgs., 52c lb.; 25 lb. drums, 54c lb.; 50 lb. drums, 53c lb.; 100 lb. drums, 53c lb.; 250 kegs, 52½c lb.; 500 bbls., 52c lb.

Linseed Oil Prices Continue Unchanged

London, Ont.

LINSEED OIL continues to show a little change and the markets are said to be bare, and that few, if any, have linseed oil in any quantity to offer.

Usually, at this time of the year, linseed oil is around the lowest point for the ·ar. Many are hoping that this is not the case this season and are looking forward to lower prices. The present high price is solely attributed to the present scarcity of seed, and while it is true that crushers have purchased large quantities of seed, owing to the embargo and other situations which have developed, the seed has not been coming to the mills. However, it may be that this situation will soon show relief and as the seed comes in larger quantities many are hoping for the price to reduce. The present quotations are as follows:

	Raw gal.	Boiled gal.
1 to 2 bbls.	$2.87	$2.90
3 to 5 bbls.	2.86	2.89
6 to 9 bbls.	2.84	2.87

Less bbls. add 15c gal.

No Lower Turpentine Prices Have Been Made

London, Ont.

TURPENTINE.—The scarcity of turpentine continues to be causing great inconvenience to many and while importers state they have had shipments on the road for many weeks very little has come to hand. No lower prices have yet been made as was anticipated, but this is believed to be due to the freight embargo and other hold-ups which have not permitted the turpentine to arrive on this market. It may be that when the congestion which was caused from the transportation tie-up on the United States railroads is straightened out that turpentine will come to hand in better quantities and lower prices may be expected. The following are the present quotations:

	Gal.
1 barrel lots	$3.80
2 to 4 barrels	3.79
5 gal.	3.95

White Lead in Oil Has Firm Quotation

London, Ont.

WHITE LEAD IN OIL.—A good seasonable sale is being experienced for white lead in oil by nearly all in the trade, and the present prices, althougn very firm, remain unchanged. It is believed that some are looking for shortage of this commodity which they attributed to the heavy demand both foreign and domestic. However, whether this will be the case or not remains to be seen. The present price on pure in ton lots is $20.45 per hundred pounds, and less than ton lots is $20.80 per hundred pounds, while the Elephant pure is $20.95 per hundred pounds in ton lots and $21.30 per hundred pounds in less than ton lots.

WINNIPEG MARKETS

WINNIPEG, June 3.—Although some important and repeatedly advanced lines again appear for revision of price, in conjunction with the week's activities, the markets as a whole are moderately quiet on comparing same with previous weeks' changes. Metal products are again noticeably in the lead. Herewith are listed the more important of the newly revised lines, which involve Maydole hammers, spring hinges, finishing nails, plain wire, Yale padlocks, axle grease and oil, spring floor hinges, plaster Paris. Lead pipe, it is interesting to note, has declined slightly in price. An important and greatly discussed topic, is the new business Turnover Tax that is now offective, and as a result jobbers and manufacturers are required to pay one per cent. tax on all goods purchased. A luxury tax affecting the consumer has also been imposed, that it is, thought will prove an influencing factor on future prices and sales, although to what extent is difficult of conjecture. A good demand still continues on all lines, business in general, it is said, being of a very satisfactory nature, with seasonable goods moving rapidly.

Higher Revisions Made on Maydole Hammers

Winnipeg.

MAYDOLE HAMMERS. — Higher prices on Maydole hammers is the latest ruling of the markets and as a result this line shows a new advance of 15% on previous prices. Scarcity of raw material combined with increased operating costs, is said to be the chief factor responsible for the new raise. Prices now ruling on some styles are listed as follows; it may be accepted however that the raise is general and affects all styles.

Maydole Hammers. — Nos. 1, $27.00; 1½, $25.00; 11, $27.00; 11½, $25.00; 12, $23.25; 13, $20.75; 711, $27.00; 711½, $25.00; 71, $29.00; 72, $25.50; 74, $21.75; 76, $18.25; 42, $19.00; 43, $16.50; 44, $15.50 per dozen.

Spring Hinges Also Revised Upwards 25%

Winnipeg.

SPRING HINGES.—Bommer spring hinges also appear in the new revisions and are advanced 25% on old prices as a result. On reviewing the past stability and firmness of this line the new increase is to some extent to be expected, on considering the greatly advanced cost of raw material, manufacturing costs, etc., which it is said are the chief causes for the latest change. To-day's prices are quoted as follows:

Spring Hinges—Double acting, wrought steel Japanned finish, Nos. 29, $3.60; 30, $4.25; 33, $5.00; 36, $6.15; 39, $7.85. Bronze finish, Nos. 479, $4.75; 480, $5.75; 483, $6.75; 486, $8.60. Old Copper finish, Nos. 329, $4.75; 330, $5.75; 333, $6.75; 336, $8.60 per pair.

Finishing Nails Are Quoted at Higher Prices

Winnipeg.

FINISHING NAILS.—Revised prices appear for finishing nails, advancing same a further 9% on former lists, an occurrence brought about, it is said, by the present big demand for this commodity, which is being handicapped by the inability to secure sufficient replenishment of stock to meet the increasing demand. It is also said that all available stocks are being rapidly depleted, a condition that if not soon relieved to an appreciable extent, will occasion acute and serious shortage in the near future. The latest prices show:

Finishing Nails.—½ in., $0.36; ⅝ in., $0.27; ¾ in., $0.24; 1 in., $0.20; 1¼ in., $0.17; 1½ in., $0.17; 1¾ in., $0.15; 2 in., $0.15 per lb.

A Higher List Is Made on Plain Wire

Winnipeg.

WIRE.—Annealed and copper spring wire is again revised upwards, the new lists showing an average 4½% on previous lists. It is said the condition of the wire market is now at an acute stage and unless an appreciable increase to the present output is added, still higher prices are probable. The present quotations show:

Annealed Wire.—Nos. 0 to 9, $7.05; 10, $7.11; 11, $7.17; 12, $7.25; 13, $7.35; 14, $7.45; 15, $7.60; 16, $7.75 per 100 lbs.

Bright Market.—Nos. 0 to 9, $7.30; 10, $7.36; 11, $7.42; 12, $7.50; 13, $7.60; 14, $7.70; 15, $7.85; 16, $8.00 per 100 lbs.

Copper Spring.—Nos. 8 to 9, $10.86; 10, $10.93; 11, $11.00; 12, $11.10; 13, $11.21; 14, $11.33 per 100 lbs.

New Prices Are Named on Yale Padlocks

Winnipeg.

PADLOCKS.—New and higher prices appear for Yale padlocks, causing a general revision of this line and advancing same in price approximately 22%. Greatly advanced cost of raw material coupled with the present scarcity of same is said to be the chief cause of the latest increase. Owing to the wide range covered by this line only a few are listed and are quoted as follows:

Yale Padlocks.—Nos. 297, $8.00; 326, $15.00; 215, $10.00; 805, $18.50; 8454, $25.00; 813, $21.50; 863, $42.00; 873, $75.00; 853½, $36.00 per dozen.

Buffalo Axle Grease Also Advances 16%

Winnipeg.

AXLE GREASE.—In consequence of the recent upward movement of all oils, Buffalo axle grease also appears for revision and is advanced 22% as a result. The oil situation generally shows strong tendencies, and it is believed that even higher prices can be looked for at no distant date. The latest prices are quoted:

Buffalo Axle Grease.—Size lbs., 1, $1.46; 3, $3.75; 5, $7.50; 10, $13.50; 25, $33.00 per dozen.

Lubricating Grease.—25 lb. pails, $2.10.

Axle Oil.—1 pt., $3.50; 1 qt., $6.50 per dozen.

New Prices Quoted For Plaster Paris Are Higher

Winnipeg.

PLASTER PARIS prices show further revision in the week's changes, advancing this line a further 14% on old lists. The new prices appear to be of firm character, it is thought, although how long the present prices will remain in force is somewhat difficult to predict. The new prices are as follows:

Plaster Paris.—F, $6.50; FF, $6.75; Dental, $7.25 per brl.

Scarcity of Turpentine Is Reaching Acute Stage

Winnipeg.

TURPENTINE.—The situation is reported as becoming steadily worse, any supplies available being practically cut off on account of the embargo placed on all American lines, which is naturally affecting seriously all transportation of freight. A general survey shows greatly depleted stocks, and little hope is being held out on the possibility of securing further supplies of any appreciable quantity. Prices, it is expected, will shortly be showing further change of an advanced nature. Ruling prices are quoted at:

Turpentine.—Barred lots, $3.95 per gal. Cases, 2 5-gal. cans, $40.70; 1 5-gal. can, $20.45 each.

Lower Prices Now Quoted on Lead Pipe

Winnipeg.

LEAD PIPE.—In accordance with the latest market fluctuations on lead and lead products, it is interesting to note that lead pipe shows a decline of price, that if only of a moderate nature augurs well for possible future change in prices. The new prices show an approximate 8% off the old and are quoted as follows:

Lead Pipe.—$16.11. Lead Waste, $17.01 per 100 lbs.

Paris Green Holding Firm; Demand Increasing

Winnipeg.

PARIS GREEN.—Despite the lateness of the season, an increase is noted in the demand for Paris green, and it is expected will in the next few weeks show a good turnover, the demand becoming heavier as vegetable growth advances. The present listings are:

Paris Green.—1 lb. pkgs., $0.58½; ½ lb. pkgs., $0.60½ per lb.

(The above prices are for small quantities, for case lots deduct 1c per lb.)

Nail Scarcity Becoming Daily More Apparent

Winnipeg.

WIRE NAILS.—As has been previously stated, the acute shortage of standard wire nails is becoming more apparent now that building activities are well under way. Many dealers show greatly depleted stocks, while others report no stocks left at all in many standard sizes. Fresh supplies are hard to secure, it is said, and further increase of prices will evince little surprise on taking into consideration existing conditions. The ruling prices for the day quote:

Wire Nails.—Ft. William, $6.25; Winnipeg, $6.75 per 100 lbs.

Cut Nails.—$7.90 per 100 lbs.

War Tax Removal Reduces Barb Wire 20c Spool

Winnipeg.

BARBED WIRE.—A decline of 20 cents per spool has been made on barbed wire, due to the removal of the war tax, it is stated. Stocks continue light and the demand is greater than the supply in many cases.

Floor Hinges Also Take Upward Turn

Winnipeg.

FLOOR HINGES.—Matchless mortise floor hinges also advance an approximate 25% on previous lists, as a result of the activities at present noticeably af-

fecting this class of goods, resulting in new lists being quoted, which are as follows:

Spring Floor Hinges.—Matchless, Japanned, Nos. 12, $3.75; 13, $5.60; 14, $8.50. Bronze Plated, Nos. 042, $5.60; 043, $8.30; 044, $12.25. Old Copper Finish, Nos. 062, $5.60; 063, $8.30; 064, $12.25. Old Brass Finish, Nos. 052, $5.60; 053, $8.30; 054, $12.25 per set.

PITTSBURGH MARKETS

PITTSBURGH, June 3—A distinct improvement has now occurred in traffic conditions on the railroads. This is admitted by iron and steel producers generally, and as they have been quite cynical in the past as to reports and promises of improvements on the railroads their word can readily be accepted at its full import.

Of course the condition is still very bad, despite the improvement, for there is not much more than a trend in the right direction. There are better car supplies, but by no means adequate supplies. Freight is moving more expeditiously, or rather less slowly, to consignees, but there is almost as much material en route as there was, in other words several times the normal quantity, besides something like a million and a half tons of steel accumulated at mills and not shipped at all.

Production of pig iron and steel has increased only slightly. There is no great desire to increase production, it being much more important to increase shipment. Production of pig iron and steel may be estimated at close to 80 per cent. of capacity, on the assumption that the production rates in March, the highest attained since October, 1918, were 90 per cent. of capacity.

The activities of the Interstate Commerce Commission, which are chiefly responsible for the improvement in railroad conditions, have assumed a broader character. Various orders have been issued which are aimed directly at relieving congestion and improving car supply. In the matter of granting priorities for the movement of particular commodities, the commission has been very conservative. It ordered large numbers of box cars west, for the grain movement, but even after urgent representations as to the need of box cars for moving tin plate about ten days were spent in investigation before an order was issued giving a fortnight's priority to box cars intended for tin plate loading. In the case of coal there are claims and counter claims. At Washington it is claimed that orders for diversion and movement of cars have been issued such as should greatly increase the supplies of cars at coal mines, while on the other hand some Pittsburgh district coal operators express the opinion that the railroads are discriminating against the coal mines and in favor of the manufacturing industries. It is hinted, however, that this may be due not to the lack of orders on the part of Washington, but to the railroads being slow to comply with the orders.

The Pittsburgh & Lake Erie (New York Central system) is doing better. For a long time there were scarcely any operations on what used to be called "The Little Giant," on account of its density of traffic and shortness of line. From the iron and steel viewpoint it runs from Monessen, 25 miles up the Monongahela River, where are located the Pittsburgh Steel Company, Page Steel & Wire Company and National tin plate plant of the American Sheet & Tin Plate Company, through Pittsburgh and out to Youngstown. Now there is a fair amount of single car movement and a good bit of solid trainload movement on the road.

As to the rail strike itself there is not a great deal of change. A few more of the "vacationists" have returned to work, but there are not many of these men left. They are either back on their old jobs or they have secured employment elsewhere. The railroads have been breaking in new men, and on this process is their chief dependence. For a fortnight the Bessemer road has been functioning normally, after having been out a couple of weeks or so.

Canadian Prices Advanced

The Steel Corporation has advanced its Canadian prices $20 a net ton on sheets and tin plates and $2 a ton on bars, shapes and plates. Previously its Canadian prices had been the same as those charged to buyers in the United States, being the Industrial Board schedule of prices which became effective March 21, 1919. It has been the more common practice of the mills in the United States to regard the Canadian market as part of the really domestic market, rather than as part of the export market, which might preferably be called the overseas market. Inasmuch as the independent producers have been charging much higher than Industrial Board prices even to strictly domestic buyers, and of course also to Canadian buyers, the Steel Corporation was extending to Canada its efforts to hold down the steel market, and evidently has concluded that the thing went too far, particularly as British prices have been advancing from time to time. The new Canadian prices of the Steel Corporation are still much below those being obtained in overseas exports, and are as follows: Tin plate, $8 per base box, 100 pounds; black sheets, 28 gauge, 5.35c; galvanized sheets, 28 gauge, 6.70c; blue annealed sheets, 10 gauge, 4.35c; bars 2.45c; shapes, 2.55c; plates, 2.75c, all f.o.b. Pittsburgh, plus freight to destination. It cannot be assumed that the advance in Canadian prices foreshadows any advance by the Steel Corporation in the domestic market.

Stagnant Markets

All branches of the iron and steel market are extremely quiet, practically stagnant. Some of the independent producers state that they are in receipt of a very considerable volume of inquiry, but there is reason to suspect that the inquiry results from the conservative attitude of the mills as to making sales, whereby an inquiry is multiplied in importance by going the rounds. Much of the inquiry, probably, is of tentative character, put out to see whether the independents will recede from the prices they have been maintaining of late, since many consumers are looking for an eventual recession of the independent market to the Steel Corporation level. The independents are quite indisposed to cut prices, and perhaps they are strengthened in their views by the very fact that large quantities of unshipped steel, made on order, have accumulated. As the railroads limber up and this extra steel goes forward, it would be awkward if the customers developed an indisposition to take all the deliveries. Naturally the mills desire to clear off their order books as far as possible before any actual recession occurs in open market prices.

As to prompt deliveries, however, there is clearly a recession in price. Prompt deliveries were bringing so much more than the prices charged by large independents for deliveries in, say, two to five months, that this weakening has no particular effect upon the forward market.

There is a very involved situation in pig iron. On the surface prices show an advancing rather than a receding tendency, but the only market that exists is the prompt market, and it is one thing for prompt deliveries in small lots to command full prices, or even advanced prices, and quite another thing for consumers to be taking hold for late deliveries, say for the second half of the year. The latter they certainly are not doing. On small sales Bessemer is established at an advance of 50c, at $43, valley, basic remaining at $43.50, valley, and foundry at $45, valley. Freight to Pittsburgh is $1.40.

The coke movement is better. The by-product ovens are getting more coal, and as to the Connellsville region, the Connellsville *Courier* reports coke production in the week ended May 22 at 178,250 tons, an increase of 23,850 tons. Better car supplies since then suggest that the present rate of production is still higher.

U.S. Immigration to Western Canada

Canadian National Railway officials state that an average of 100 United States families a week are passing through Winnipeg to settle in Western Canada. Each family averages four persons, and has about $5,000.

Paint and Varnish Specialist Comes to the Front

"Age of Specialists" Applies to the Paint Department—Varnish Trade Important Factor in Developing Business From Local Building—Traveller and Dealer Visit Prospective Customer, Figure Costs and Get Substantial Paint Order—One Dealer Watches Farm and City Property Listings

A POINT raised by a hardware dealer at the recent "Save the Surface" convention in Toronto, was that in his opinion varnish was not receiving as much attention in the publicity being done as was paint. It was pointed out that varnish was receiving attention in due proportion to the amount sold as compared with paint, but the question brings out the point that in a great many stores the possibilities for developing varnish trade are somewhat overshadowed by reason of the fact that paint is the line which receives first attention.

Paint and varnish are too closely allied for the paint dealer to regard them with divided interest. They belong together naturally and their united business—bringing ability is worth cultivating. Therefore the same care should be exercised in selecting a stock of varnish as in sorting up a stock of paints and brushes or other painters' sundries.

Many dealers who are well posted on the various brands of paint know comparatively little about varnish. An established varnish trade is a valuable asset for the paint dealer—too valuable to be risked by putting in a stock of cheap varnishes which will hold only a temporary trade. Properly handled, the varnish trade need not be looked upon as a side line, but can be fostered and developed to an important department. Every salesman in the store should be as well posted as to the use of varnish as he is on paints, and in all the store publicity in the form of posters, window cards and local advertising, varnish should be linked up with every mention of paint.

A varnish stock should include a good interior finishing varnish, a medium quality varnish for general interior work; a good exterior varnish; a good floor finish; spar varnish; shellac varnishes and reliable equivalents for them.

There are also numerous varnish sundries for which there is a steady demand, including stains, stain finishes, enamels, automobile color varnishes for refinishing, etc. In keeping track of local building operations and making effort to secure paint business from such sources, varnish trade should also be kept in mind as it is a very important phase of trade in the paint and varnish department.

An Age of Specialists

The past ten years have seen a great many changes in retail business and today in practically every department of trade, it is the specialist who is coming to the front.

The hardware dealer who specializes on paint and varnish is the leader in his community in sales of these commodities, because he concentrates his efforts to increase sales of those products and he is winning out. Paint dealers are now becoming fully alive to the necessity of employing special efforts to boost sales and the custom of waiting for a patron to call for a few gallons of paint for the barn or the house, taking for granted that the consumer knew what he wanted and when he wanted it, has gone into the discard.

To-day it is the man who goes after the business who gets it.

Traveler Tries It Out in Ontario District

Illustrating this point, a traveler for one of the Canadian paint manufacturing companies made the statement at the recent convention in Toronto that following the making of this suggestion at the convention in Montreal, and while en route from Montreal to Toronto, he stopped off at a town of some 3,000 population and called upon a hardware dealer who was a customer of his. He asked as to the possibilities for getting business in the surrounding district by going out after it. The dealer was not very sanguine over the prospects, but agreed to go out through the rural district with the traveler to see what could be done.

After talking for some time with a farmer, the traveler and local dealer succeeded in getting the farmer to realize the importance of painting his house.

On casting his eye over the other farm buildings, the traveler remarked:

"How about painting up the barn as well?"

"Oh, no," replied the farmer, "That is an old building in a poor state of repair and I am planning on building a new one."

This information gave the traveler something to work on and he immediately set to figuring what it would cost the farmer to construct a new building.

This figure he compared with an estimate of what it would cost to put the barn in a good state of repair and have it thoroughly painted for preservation. The result was so much in favor of the latter plan that thirty gallons more paint was sold to paint the barn.

Warped Board Caused Much Damage

Another traveler told of how he had seen a house which had been considerably damaged because of the warping of a board in the roof cornice through lack of paint. The expense involved in repairing the cornice and resultant damage was more than it would have cost to paint the house twice.

The underlying idea of these illustrations is to show that there is a broad field for business for the specialist who realizes the potential value of his local district, from the standpoint of paint requirements, and goes out after this trade. By making suggestions and doing a little figuring, the houseowner or farmer may be quickly shown that it is very much in his interests to paint up.

The fact that every property owner will at some time need paint for his buildings is a fact that should not escape the paint dealer, and suggestions from him will go a long way toward helping a customer to decide what he wants and when he wants it.

Launching Clean-Up—Paint-Up Campaign

A number of Canadian cities and towns have launched Clean-Up and Paint-Up campaigns with varying degrees of success. Such campaigns require careful study of local conditions. Spring is the logical season to start the paint campaign, because then the clean-up fever is at its height, but the campaign can be kept up all summer with satisfying results.

Information as to the way the paints handled are manufactured, the materials used, the purposes for which each number is intended, how to treat old lumber, waxy lumber, rough walls, shingle roofs, should be secured from the manufacturer before such a campaign is put on. Various kinds of surfaces have to be dealt with by different customers, and they will all want such information. Information of this kind is filed by some dealers for reference on short notice. A little study by store clerks will put them in position to tell the customer the proper way to go about preparing a surface without referring to the file, and the trade will develop confidence in the store and its salesmen.

Planning the Campaign

In carrying out such a campaign the following plan was adopted successfully by a hardware dealer.

A number of cards were printed with the wording:

TO MY LITTLE FRIENDS

Take this card home and have your father help you fill it out, taking care to

(Continued on page 68)

Mooramel

A PERFECT WHITE ENAMEL

Made in GLOSS and EGGSHELL White and produces a durable, rich, lustrous, porcelain-like finish that satisfactorily retains its whiteness for years.

MOORAMEL works easy, has perfect flowing properties, ENDURING whiteness and other qualities which make it the EXCELLING ENAMEL. It is without any question the most practical and also the most economical article of its kind ever manufactured.

MOORAMEL can be used with equal good results on either INTERIOR or EXTERIOR work and can be cleansed with soap and water as often as necessary without any injurious effects.

MOORAMEL SELLS AT A REASONABLE PRICE

MOORAMEL like all other MOORE PRODUCTS sells on its MERITS. We do not ask our Dealers to pay high prices to help pay the cost of EXPENSIVE and INEFFECTIVE advertising. We depend on QUALITY and PRICE to sell our products.

This is only one of the answers to the questions so often asked—

? HOW CAN MOORE'S SELL HIGH GRADE PAINTS AND VARNISHES AT PRICES SO MUCH LOWER THAN OTHER MANUFACTURERS ?

Write us for details of our splendid agency proposition and we will give you further reasons why we can do it.

"Save the surface and you save all"—*Paint & Varnish*

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Maritime Sales Manager:
R. C. BLAKENEY, 276 South St., Halifax, N.S.

Western Sales Manager:
J. B. CLEVELAND, Box 821, Saskatoon, Sask.

If interested tear out this page and place with with letters to be answered.

The Brush Department

The Outlook in Brush Manufacture

Bristles Bought in Primary Markets at Sharp Advance—Keen Paint Brush Demand—Difficulty in Getting Hardwood—Stocks Low Throughout the Country

"PRACTICALLY all supplies of bristles in the primary market in China, available any time this year, have been contracted for at prices very sharply in advance of anything previously paid on record," said L. W. Simms, president of T. S. Simms & Co., Ltd., in discussing the brush situation with HARDWARE AND METAL. "Considering the length of time necessary for these goods to reach this country and find their way into brushes, this means that the bristle trade and the manufacturers that have made these purchases are convinced that the supply is inadequate to meet anything like normal demand, and that these values have been established for a period extending into the early fall of 1921.

"Spot stocks in London and New York are very small, we are informed, but these markets are somewhat quiet at the present time, due to the fact that the manufacturers have temporary supplies and are doubtless affected by a cautiousness due to the wave of price-cutting in other commodities that has taken place, particularly in seasonable goods in the clothing line.

"This caution is displayed in spite of the fact of a keen demand for brushes, particularly in the paint brush line.

Lumber Situation Acute

"Regarding lumber, we are of course more closely in touch with the lumber situation here in the Maritime Provinces than elsewhere, but we understand that the situation is about the same everywhere.

"We have never experienced such a difficulty in covering our wants in hardwood lumber, which is the one chiefly used in the brush industry, as during this present season. There is keen competition from the United States; buyers seemingly being chiefly concerned with obtaining supplies, almost irrespective of price. Even after purchases are made there is a great deal of uncertainty as to whether deliveries will be forthcoming, and prices are decidedly on the upward trend and are very much beyond what costs are figured at.

Efficient Labor is Scarce

"Although we have reason to believe that the labor situation is much better in Canada than in any place in the United States, it is practically impossible to obtain any appreciably increased supplies, and the great majority of those seeking employment seem to be much more concerned with obtaining a maximum wage than for giving adequate return for same. In the face of a large demand for goods increased capacity has been impossible to attain to any extent on account of the inability to get efficient labor.

Stocks Low Throughout the Country

"Conversation with some of the leading manufacturers in our line reveals the fact that we are all working from three to four months behind, and the insistent call for goods on the part of customers seems to indicate that stocks are exceedingly low throughout the country for the most part.

"Reports from the United States indicate that more trade is being done there on the part of the manufacturers subject to prices prevailing at time of shipment, than hitherto, and the general impression seems to be that irrespective of the high price of paint compared with which even present prices on brushes are low, that the necessity to preserve property, not to mention the new building, has reached such a point that the demand will continue to be considerably in excess of the capacity of the manufacturers to supply for a good while to come. In many ways the present situation resembles conditions immediately following the armistice, as far as the bristles are concerned in that a temporary holding off is likely to be followed by a realization that the most important consideration will be to cover for next season's requirements, with a probable consequence of still stiffer prices.

Prices Not Lowered by Removal of War Tax

"The last month has seen a pretty general increase in the price of brushes on the part of the manufacturers throughout Canada, necessitated by the bristle advances already mentioned, and advances in practically every other material as well as in labor.

"The removal of the war tax of 7½ per cent. might naturally lead some to conclude that an appreciable reduction in cost would result. As a matter of fact, while there are some lines which were affected by a somewhat less advance taking place than might otherwise have been the case, the fact that a 1 per cent. excise tax is payable on all these goods as well as on all purchases of supplies and raw materials in the domestic market, coupled with the fact that a very large percentage of the items entering into the cost of a brush are not affected by said removal, because not imported, makes the net result so negligible in a great majority of instances as to be rapidly absorbed by advances that cannot be foreseen.

Increased Costs in Broom Manufacture

"Supplies such as handles, labor, etc., in the manufacture of brooms, are affected in just the same way as in the brush end of the business by constantly increased cost. The entire season has been marked by a demand in excess of our capacity to supply.

"Price levels on broom corn have not changed to any extent for the past two months. Great difficulty has been experienced in moving both corn and brooms in the United States, although the situation seems to promise to rapidly improve from this out. We have had reports of local price-cutting in brooms in some centres like Chicago, where certain manufacturers who depended for their trade on outside markets were compelled to compete with those having a more local market in order to turn over their goods during the extended period of the embargoes on the railroad. For the most part, however, there have been firm markets, and in fact appreciable increases in prices have taken place recently in some localities.

"The crop market reports indicate serious delays in planting and slow growth on account of the backward season, and whereas early corn generally comes on the market about July 10, it is not looked for before August 15 this year. Supplies on hand are very low and with cotton so high and an increased acreage going to that crop, there seems to be more than a likelihood that the new crop will be bringing higher prices than prevailing during the last year.

Asked for an Opinion on the New Taxation, Mr. Simms Stated

"We are probably not more fond of taxes than are most people, but we frankly approve of the fact that the Government is seeking to pay as it goes rather than do further borrowing. Our line being in the necessity class is not seriously affected; the minor adjustment necessary to conform to the law having been accomplished without undue difficulty."

Chicago Varnish Co. Bought by Dupont and Flint Concerns

E. I. du Pont de Nemours & Co. and the Flint Varnish and Color Works of Flint, Mich., have purchased the plant

A. Ramsay & Son Company

All Canadian Paint and Varnish Makers Since 1842

Experience, prestige and reputation count heavily in the volume of sales and turnover, as well as in the quality of the product.

It is but reasonable that in such a period of time improvements would be discovered in methods of production; in the product itself; and more advantageous distribution and co-operation with the merchant handling Ramsay Paints and Varnishes effected.

Ramsay advertising has multiplied the number of consumers who know its merit so that they are ripened into a receptive mood for Ramsay products.

You cannot have too many advantages in your favor—handle Ramsay's.

A. Ramsay & Son Company

The All-Canadian Manufacturers of Paints and Varnishes Since 1842

Toronto **MONTREAL** **Vancouver**

Distributors:

EDMONTON DISTRICT—Revillon Wholesale Limited, Edmonton
CALGARY DISTRICT——The McDonald Baker Co., 818 8th Ave. W. Calgary
NOVA SCOTIA—James Simmonds, Limited, Halifax, N.S.

If interested tear out this page and place with with letters to be answered.

and business of the Chicago Varnish Co., in Chicago.

The Chicago Varnish Co. was founded in 1867 and Captain Morgan, president of the company, and one of its founders, has been active in the business since its formation.

No radical change in the factory or sales organization is contemplated. W. J. Scholinger, vice-president and general manager of the Flint company, will direct the policy and business of the two plants.

How Hardwaremen Advertise Paints---No. 10

REFINISHING the automobile is the point emphasized in this advertisement by Mills Hardware Company, Hamilton, Ont. Automobiles have greatly increased in price during the past few years—as have houses—and the argument that an adequate amount of paints and other finishes should be used to protect the automobile body is equally important.

It is pointed out in the advertisement that many of this year's models are painted in different colors—one color for the body and another color for the wheels. A point is also made of the fact that if the car owner is desirous of selling, that he will be able to sell much easier and to better cash advantage if the car looks bright and clean.

It will be noted that an effort is made to link up a personal contact with prospective paint purchasers. The argument advanced applies particularly to a certain class of car owners—the one that contemplates improving the appearance of his car in order to make an advantageous sale. The ad. also gives the information that it is this year's custom to paint the wheels a different shade from the body.

All other lines of paints and finishes are dealt with individually, full descriptive matter and prices appearing on each.

There is a big field for sales of automobile finishes at this time of year and advertising making a strong personal appeal along definite lines will be very helpful in securing this class of trade.

The Luxeberry Painter Says:

"WELL FINISHED IS HALF SOLD. I often remind people of this who are building to sell. It is necessary to economize on the building cost, let the finish be better than usual. Attractively finished interiors are investments that pay big dividends in quick sales and good prices.

"I know by experience there are no better finishing investments than Liquid Granite Floor Varnish, Luxeberry White Enamel, Luxeberry Wood Finish, Luxeberry Wall Finishes, Luxeberry Spar Varnish, Berrycraft Stain Finishes, etc."

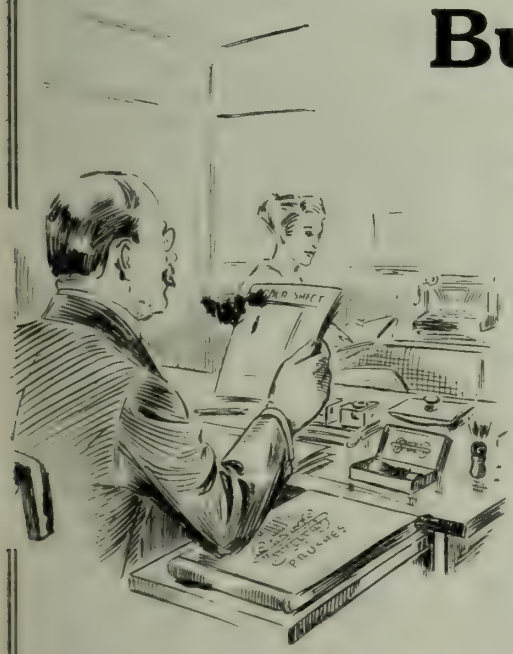
The great and always growing demand for Berry Brothers' products is based on their unquestioned merit.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
White, Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale, Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie., Chicoutimi, Que.

BERRY BROTHERS (INC)
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONT.

Buy Better Brushes



Do you order your stock with the view of satisfying your customers' demand for the best?

TRADE SIMMS SET IN RUBBER MARK **LATHER BRUSHES**

are the best brushes on the market.

They are the Lather brushes that go with high-class razors to complete perfect shaving outfits.

They are popular with all shavers because the bristles can not come out.

If you would fill the demand for Better Brushes, stock SIMMS LATHER BRUSHES.

Our catalog shows over 200 varieties. It will be sent to you on request.

We help our dealers with advertising, display cases, etc.

Our other products are also leaders in their lines.

Brooms	Shoe Brushes	Paint Brushes
Whisk Brooms	Stove Brushes	Scrubbing Brushes

Order from our nearest branch for prompt shipment.

T. S. SIMMS & CO., LIMITED

Makers of Better Brushes and Brooms for 54 years.

Head Office — St. John, N.B.

Montreal **Toronto** **London**

If interested tear out this page and place with with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, June 3.—Paint marketing continues active and there has been a steadily heavy business. Some real difficulties have been encountered in obtaining necessary raw materials, but manufacturers are taking the cheerful outlook and making the best of the situation. They have been able, for the most part, to take care of customers' wants promptly.

Linseed oil has not weakened in the least, as far as the quotable basis goes, and is selling still at $2.60 per gallon for raw and at $2.62½ for boiled. The differential on small quantities has been advanced from 7 to 10 cents per gallon. Some expect that within a week there will be a reduction in the basis of probably 10 cents a gallon. In the meantime seed is scarce and it has been only the arrival of English and other oil which has enabled the trade to fill dealers' requirements.

It will be thirty days, perhaps, before turpentine will be easier, and at that time some are suggesting that the basis will hold at 40 to 50 cents per gallon lower than the levels of to-day.

Dry and oil colors, owing to scarcity and advances for raw materials, have been ruling firm, but are unchanged as yet. Trade is very good for these lines.

May be Thirty Days Before Lower Turps.

Montreal.

TURPENTINE.—Little relief has been effected in the matter of turpentine deliveries. It is very doubtful whether any relief of consequence will manifest itself in the immediate future. At the same time within another thirty days some jobbers are expecting that a basis of 40 to 50 cents per gallon less than the ruling prices of to-day will be available.

Turpentine—	Imp. Gal.
Single barrels	....
Small lots	3 87

(Packages extra.)

Still Quoted $2.60; Oil May be Easier

Montreal.

LINSEED OIL.—While the bases quoted by crushers and jobbers have not changed in the least from the levels of last week, the situation is showing some slight improvement. Crushers look forward to a somewhat easier price basis reigning within the next ten days, or perhaps a little sooner. Supplies of seed are very difficult to procure, but some oil has come in from various other sources, including a supply of several hundred barrels from the English market. It is stated that while this oil has been sold in competition with oil crushed here, the price to import in large quantities landed at Montreal runs very close to $2.50 per gallon.

Raw—	Imp. Gal.
1 to 2 barrels	2 60
3 to 4 barrels	....
Boiled—	
1 to 2 barrels	2 62½
3 to 4 barrels	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Despite Shortages Prepared Paint Moves

Montreal.

PREPARED PAINTS. — There has been no little shortage of various raw materials and these shortages are not yet removed. Despite such problems the manufacturers have been enabled, through extensive purchasing well ahead of their needs, and by absorbing such materials as have been available, even in small quantities, to keep abreast of orders. Business is still satisfactorily active and prices, while firm, are quite unchanged.

Putty and Glass Needs Still Absorb Quantities

Montreal.

PUTTY AND GLASS.—Seasonably large orders are being filled for putty. This commodity remains steady, though unchanged, and the markets have been somewhat bare of needed supplies of whiting, and oil has also been scarce and high.

GLASS. — Some considerable arrivals are reported to have reached this point from Belgium. This has relieved the situation, the demands having absorbed available stocks, particularly of larger sizes. At the same time it is stated that the present needs of the trade, coupled with unfilled orders that have accumulated, will mean that no price reductions are likely for the present.

PUTTY—	5 ton	1 ton	Less than ton
Bulk, in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

Steady Basis Ruling For White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—Prices have been steady, and demand steadily seasonable. The movement has been really a heavy one all through the past season and there is still active enquiry, and sustained shipments are reported. The price of standard lead is as follows: Five-ton lots, per 100 pounds, $19.50; 1-ton lots, $20, and smaller than ton lots, $20.35.

Dry Colors Firm; Increases Deferred

Montreal.

DRY COLORS.—Prices are very firm on these, but no changes have been made by the makers and jobbers. The price of raw material and the difficulty of getting adequate supplies are said to be two outstanding features that will possibly bring a change, and this might become effective at an early date. In the meantime all undertones are strong, and the same applies to colors in oil.

TORONTO

TORONTO, June 3.—The scarcity of turpentine is one of the features of this week's markets, and those in urgent need of turpentine have been searching the district for any quantity from 1 gallon up. Linseed oil is also very scarce and little seed has been coming forward. The situation on the above-named commodities, however, may soon be relieved, as it is believed that freight is beginning to move throughout the districts affected by the embargo.

Paint and paint specialties of nearly all kinds are enjoying a very brisk turnover, and the very warm weather of the past few days has been a big stimulant for the paint and varnish business.

Glass stocks are still low, and replenishments are not coming forward, a situation which is attributed to the worldwide demand being larger than the capacity of the factories. Paris green sales are increasing with the growth of vegetation. Whiting is still scarce. Collections continue to come forward freely.

Putty Demand Quiet; Stocks Continue Light

Toronto.

PUTTY.—While the demand for putty is light at present, jobbers state their stocks are very low in comparison with normal times, and while there is considerable putty being made from the cheaper grades of whiting, the better grades are very hard to obtain, owing to the scarcity of English whiting, it is stated. The present prices, although

"Save the surface and you save all" *Paint & Varnish*

One Glidden Kind Calls for Another

The result is a steady Glidden demand. A good reputation created by constant advertising brings in the first orders. Then good results, coupled with *continued* advertising, keeps them coming.

Glidden Endurance Paint is a *new* kind recently added to the Glidden line. The same Glidden quality that vessel owners and manufacturers generally, have used for nearly 50 years is now available to the home owner.

If you are not already familiar with our special paint proposition, write us to-day.

THE GLIDDEN COMPANY, LTD., Toronto, Ontario

BRANCHES: Montreal and Winnipeg

If interested tear out this page and place with with letters to be answered.

very firm, remain unchanged and are quoted as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$6 85	$7 10	$7 45
Do., in 100 lb. irons	7 70	7 95	8 30
Do., 25-lb. irons	7 95	8 20	8 55
Do., 12½-lb. irons	8 20	8 45	8 80
Bladder, in barrels	8 60	8 85	9 20

Pure putty, $2.50 cwt. advance.

Ottawa prices are 25c; Hamilton, 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

Paris Green Sales Daily Become Heavier

Toronto.

PARIS GREEN—With the new growth of shrubs, vegetables, trees, etc., Paris green is having a fair demand, which is daily increasing, it is stated, and many are looking forward to a very good turnover on this commodity. The present quotations are as follows:

Paris Green—	Per lb.
½-lb. pkgs.	0 58
1 lb. pkgs	0 56
25-lb. drums	0 54
50-lb. drums	0 53
100-lb. drums	0 53
250-lb. kegs	0 52½
600-lb. barrels	0 52

Glass Situation Shows no Change

Toronto.

GLASS.—The scarcity of glass continues to show little relief and many are concerned for future delivery in the fall, when the heavy rush is on. However, jobbers state they have sufficient stocks to handle the demand, which is somewhat lighter during this season of the year. It may be that glass will begin to arrive in better quantities in the near future, although very few are looking forward to any heavy deliveries.

PLATE GLASS.—The situation on plate glass is practically unchanged and very little plate glass is coming forward, it is stated. The demand continues to be very heavy and warehouse stocks are becoming very low. Jobbers find a great difficulty in securing sufficient supplies to fill their orders.

White Lead in Oil Firm; Requirements Heavy

Toronto.

WHITE LEAD IN OIL.—Some have it that there may be difficulty in securing quantities of white lead, and while it is believed that there is sufficient raw material, some have it that the demand is so heavy that the corroders have difficulty in keeping up with their requirements. The foreign demand is also said to be very heavy. No recent change has been made in the price, which is holding very firm, the quotation being $20.70 per hundred lbs. for the pure white, while the genuine is being quoted at $22.40 per hundred lbs.

Ready Prepared Paint Having Big Demand

Toronto.

PREPARED PAINT.—As previously forecasted, paint is having a very good demand and manufacturers and jobbers state that the present is one of the biggest seasons on record. The warmer weather is said to have greatly stimulated sales, and it is believed that dealers generally are experiencing a very satisfactory season. Manufacturers state that some ingredients are becoming difficult to obtain and are gradually advancing in price, although few are looking for any change in price at present, which are as per current quotation pages.

Light Stocks of Linseed Oil; High Price Holds

Toronto.

LINSEED OIL.—The situation on linseed oil remains practically unchanged, crushers stating they are receiving very little seed, and while it is true that considerable seed is tied up in the United States harbors, very little of this is coming forward owing to the congestion of freight on many of the railroads owing to the recent freight embargo. Many are looking forward to lower prices on this commodity, which, according to former seasons, should be in effect, but owing to the scarcity of seed and incidently oil, many are pleased to receive supplies regardless of price. The following are the present quotations:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	2 87	2 95
3 to 5 barrels, gal.	2 86	....
10 barrels and over, gal.	2 84	....
	Boiled	
1 to 2 barrels, gal.	2 90	2 98
3 to 5 barrels, gal.	2 89	....
10 barrels and over, gal.	2 87	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal higher than single barrel price.

Turpentine Famine Shows No Relief

Toronto.

TURPENTINE.—Practically no relief has attended the local markets, and turpentine continues to be scarcer than ever. Jobbers state they have been able to get few, if any, shipments through by express or other means, and as they express it, any that does come to hand is only a drop in the bucket compared with the heavy demand that is current. However, it is expected that this situation may soon be cleared up as importers state they have some good shipments on the way, which have been tied up in the freight congestion on the United States railroads. Whether lower prices will be made it is hard to state at present owing to the scarcity which prevails on this market. However, it is expected that it is only a matter of time before lower prices are made. Owing to the present shortage on the local market prices are nominal and any turpentine available is selling at from $4 to $4.75 per gallon.

Turpentine—	Per imp. gal.	
1 barrel lots	....	....
2 to 4 barrel lots	....	....
5 gal lots	4 00	4 75

PAINT AND VARNISH SPECIALIST COMES TO THE FRONT

(Continued from page 60)

see that all questions are answered, and then bring it back to our store and we will give you a toy balloon for your trouble:

Does your house need painting?
Inside varnishing?
Wall paint or Alabastine?
Have you any rough walls that are hard to get in shape to paint?

JONES, THE PAINT DEALER.

A number of toy balloons with the store's paint advertisement printed thereon were secured and the cards then given out to the children.

When the cards came back, the name of the child's father was written on the reverse side, near the top, and filed alphabetically for future use.

After allowing a reasonable time for all the cards to be returned, the ball was started rolling by placing a strong paint advertisement in the local papers, emphasizing the service of the store which was free for the asking.

This was followed by sending out a personal letter to each party whose card was filed, wording it according to the information each card contained. Replies were put on record on the back of the card and when the list had been covered those who did not respond were personally canvassed.

This dealer also followed the plan of taking trips through the country, making notes of the different sets of buildings, as to whether they required paint, and if opportune, he called upon the farmers in their fields for a short business chat. After these trips he was in a position to talk paint, because he knew where paint was needed.

Use Farm and City Property Lists

Another source of business which this dealer used was the farm and city properties listed for sale. He got a list of dealers in the various properties listed for sale and went and looked them over. On finding a farm where paint on the buildings was required, he made a note of it and called upon the owner to talk paint, emphasizing the fact that a coat or two of paint would greatly improve the look of the property and be a valuable asset in making the sale.

Backed up by liberal advertising, window displays and store service, this dealer's plan produced much business. He was a specialist.

PRATT & LAMBERT OCCUPY NEW PLANT IN NEW YORK

The New York offices and plant of Pratt & Lambert, Inc., varnish makers, have been moved into new quarters just provided by the erection of a new plant at 393-407 Freeman Avenue, Long Island City. The New York office previously was at 185 Madison Avenue, with the plant located at 241 Borden Avenue, Long Island City. The change co-ordinates the New York office and works, and provides increased storage and shipping facilities for serving the trade in the New York district and Eastern territory.

Livingston

Specify the brand of Linseed Oil that has stood the test for "*Reliability*"

Don't say—"The basis of this paint is linseed oil, but rather Livingston Brand Linseed Oil," and be sure that it is.

Livingston Brand Linseed Oil has stood the test for reliability for over half a century and any paint which is made upon the Livingston basis will stand the test and defy the elements.

The Blue Barrel is the outward mark of the inward quality.

Livingston Brand: the kind your grandfather used.

The Dominion Linseed Oil Company, Limited

BADEN MONTREAL TORONTO WINNIPEG

If interested tear out this page and place with with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	81 00
455 Target .	.....	.....	[illegible]
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 30 20%.

AMERICAN AMMUNITION

Advance 25% on American list.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.....	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2....	$ .25	Group 3....	$ .50
Group 4....	.75	Group 5....	1.00
Group 6....	1.25	Group 7....	1.75
Group 8....	2.25	Group 9....	2.75
Group 10...	3.25		

Bench—No. 1, doz............	$17 50
No. 2, doz...........	20 00
No. 3, doz...........	22 50
No. 4, doz...........	24 50
No. 5, doz...........	27 00
No. 6, doz...........	30 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a l[illegible].

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$3.00.
F.O.B. Montreal, Toronto.

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	13/16.....	$12.00
4/16.....	5.00	10/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$11 00
1—18 x 24	10 78	12 92
2—18 x 28	12 10	15 12
3—20 x 30	13 86	18 15

BOARDS, IRONING Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc. Doz.

Baby Globe	$2 50
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	....
Diamond King (glass)......	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	6 00
Jubilee	6 65
Neptune	6 00
Newmarket King	6 65
Original Globe	6 75
Pony	2 75
Royal Globe	6 00
Solid Back Globe	6 75
Standard Globe	6 00
Surprise	....
Supreme Zinc	....
Western King (enamel)	9 00

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	15 00
30-gal., extra heavy	$18 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, 10%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 15%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, net.
Machine Bolts, 7-16 in. dia. and larger, net.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Square Head Blank Bolts, net.
Bolt Ends, net.
Plow Bolts, 5%; all others plus 20%.
Elevator Bolts, large head, net. corrugated head, 30%.
Fancy Head Bolts, net.
Shaft Bolts ($3 list), net.
Step Bolts, large head ($3 list), net.
Whiffletree Bolts, net.
Nuts, square, blank, add to list, $2.00.
Nuts, square, tapped, add to list $2.25.
Nuts, hexagon, blank, add to list
13/16..... 6.25 28/16..... 24.00
$2.25.
Nuts, hexagon, tapped, add to list, $2.50.
Stove Bolts, 47½%. Tire Bolts, 35%.
Terms 2% off 30 days from date of shipment.
F.O.B, Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb..11c-12c
F.O.B. Montreal, London, Toronto.

BRASS Base

Sheets, 24 gauge and heavier, base	$0 39
Rods, base ½ to 1 in., round	0 36
Tubing, seamless, base......	0 45

F.O.B. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

CHAIRS Dozen

Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.

List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS. HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben $4 00
F.O.B. Montreal, Toronto, Hamilton.

Good Morning, each........	1 60
Lookout	2 00
Sleepmeter	2 15

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$.....
Clothes Bars, No. 1.........	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $0 93

CLOTHES LINE REELS

	Doz. net
No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

Electric Welded

	Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 25%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz.
No. 111	$1 85
No. 121	1 96
No. 127	2 80

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 41	0 41
Plain Tinned, 16 oz. and heavier, lb.....	0 45	....
Polished and Tinned, 16 oz. and heavier, lb.	0 50	....
Tubing, lb.	0 46	0 47

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 10
No. 7, lb.	1 09
Nos. 8, 9, 10, 12..........	1 08

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:
2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....
Prices withdrawn

DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

⅛.........	$0.45	10/32......	$1.20
5/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.90	27/32......	2.00
13/32......	.95	⅞.........	2.10

DON'T BUMP THE BUMPS
USE HARRIS HEAVY PRESSURE BABBITT METAL

DEPENDABILITY
IS OUR MOTTO

and Our Specials are

LEAD PIPE
SHEET LEAD
BABBITT METAL
SOLDER *and all* INGOT METALS

We can quote interesting prices.

THE CANADA METAL CO. LIMITED

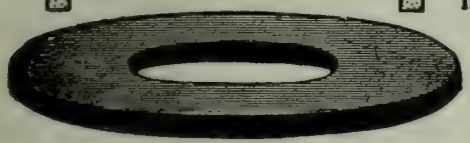
TORONTO

HAMILTON MONTREAL WINNIPEG VANCOUVER

Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED



Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

C·C·M· Bicycles
Enjoy Wide-spread Popularity

C C M

IN competition for the bicycle business of your district the dealer who carries C. C. M. Bicycles is going to have a big advantage. Their graceful lines and superior quality and finish have made them extremely popular with bicycle riders throughout the country, making them an excellent line for the dealer to carry.

This fact, along with our present advertising campaign—the biggest of its kind in Canada in twenty years—is going to create new bicycle riders—riders who will be satisfied with nothing but one of these popular models.

Massey, Perfect, Red Bird, Cleveland, Columbia, Gendron, Ivanhoe.

90% Made in Canada—100% Value

Canada Cycle & Motor Co., Ltd.
Montreal, Toronto, Weston, Ont. Winnipeg, Vancouver

If interested, tear out this page and keep with letters to be answered.

DRILLS—Continued

7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17 32	1.05	1	2.50
9 16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	42½%
Blacksmiths', ½-in. shank	27½%
Straight Shank	27½%
Straight Shank, wire	27½%
Taper Shank	27½%

DUSTERS, HAND

O-Cedar $9 00
Discount 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50
Nov. 1, 1899.	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under. 30%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 70	0 80
B	0 28	0 39
C	0 18	0 28

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4- in. and under	60%	..
4½-in. and larger	50%	....

4- in. and under, running thread, 30%

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 50
Under 40 lbs.	4 25
Ri-Treadle, each	7 00
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$ 9.00
No. 33	10 70
No. 2½	11 15
No. 3	11 70

F.o.b. Toronto.

HALTERS, LEATHER

	Doz.
Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 00
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE

	Doz.
Sisal, 7-16 in.	$24 75
Do., 9-16 in.	37 50
Jute, 7-16 in.	24 75
Do., 9-16 in.	37 50

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$19 25
Under 5 lbs.	24 00
Masons, 5 lbs. and over, per cwt.	22 00
Masons, 5 lbs. and under	27 00
Napping, up to ^ lbs.	.....

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All double-trees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neck-yokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar M p Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00
Storm King Hangers	19 50
ers, doz.	14 00
Steel track, 1¼ in.	.....

F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC

Glower Heater	9 00
Heatray Heater	11 00

Discount 25%.

Majestic, 1 Burner	$10 00
Majestic, 2 Burner	15 00

Discount 27½%.

Universal 13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-counter-sunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$23 00
Corrugated, ⅝ in., 100 ft.	26 00
Corrugated, ¾ in.	29 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross.

F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickel-plated, set	2 30
Mrs. Potts, handles, japanned, doz.	2 05
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 60
Sad irons, common, plated.	5 50

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point	$16 50
Lightning	15 00
Heath's	15 00

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30

Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.	
20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 33	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 38
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

		Dozen
Cold blast, short	....	1 20
Cold blast	1 00	1 10

3 doz. cases, $1.10 doz.; 6 doz. cases, $1.10 doz.

Cold blast, genuine ruby $4 75

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$2 25
Steel Thumb, No. 3	2 00
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 50
Noiseless	16 25
Hamilton	13 50
Peerless	13 00
Snowball	18 75
Momentum	20 25
New Century, style A	18 00
New Century, style B	20 00
New Century Electric	155 00
Playtime, engine drive	26 00
Ideal Power	27 00
Seafom, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 2-
Popular. No. 2	12 50
Economic	
Popular. No. 1	13 00
Champion	20 20
Blue Bell, without stand	18 00
Red Star	21 50
Time Saver, electric	114 00

	List, each
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	116 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor Vacuum	26 00
Patriot	23 00
Jubilee	11 25
Canada First	23 00

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$2.40
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$14 25
Pick, doz.	14 25

F.o.b. Montreal, Toronto, London. Hamilton.

MIXERS, BREAD

Canuck—	
No. 4, dozen	$36 24
No. 8, dozen	40 92
Universal—	
No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS

		Doz. Net
Liquid Veneer		$14 00
O-Cedar, less handle		12 60
Do., with handle		14 70
S. W. Mops, complete		6 00
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 35
Crank wringing	8 25-	9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	25%
Empress	25%
Mayflower	25%
Star, Ontario, Daisy	25%

	Each, Net
Brockville K	Plus 10%
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph. London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $6.10 base; Toronto, $6.10.

F.o.b. Montreal, $5.85 base.

Freight equalised on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

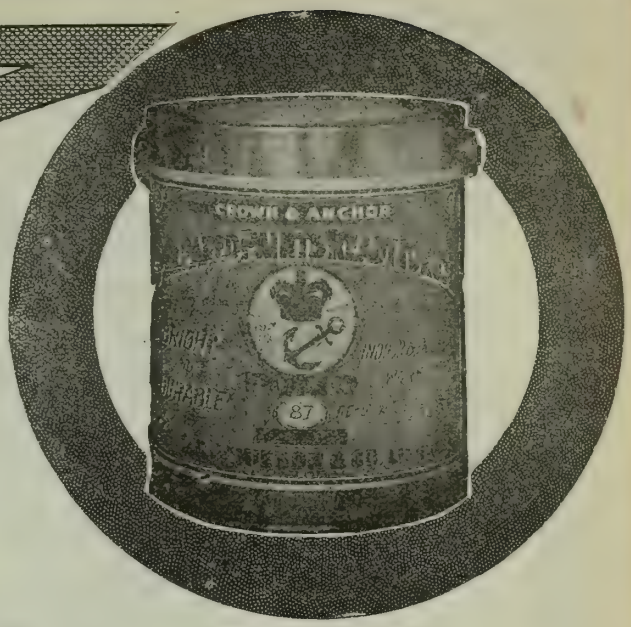
Montreal, $6.35; London, $7.50 base; Toronto, $6.85.

Roofing Nails — American, large head, keg, $10.75; 25-lb boxes, per 100 lbs., $11.75.

London—Kegs, $10.75; 25-lb. box, F.o.b. Montreal, Toronto, Hamilton. $11.75.

QUALITY

"Save the surface and you save all" Paint & Varnish



The *Practical* Value of Paint—

Is determined by the quantity and REAL body that is requisite to cover that surface that is sure to decay without a good coat to protect it from the weather conditions that will try the best of material unless it is covered with JAMIESON'S building preserving and protecting paints and varnishes, that have been at the forefront of paint sales in the enterprising and successful hardware store for over sixty years.

Both dealer and consumer have long since been educated to the fact that it pays to pay a little more for good paint especially when such a paint *returns this slight extra first cost by giving better and longer service.*

"Sixty years preserving properties, wherever a Jamieson product has been used."

FIRST

R. C. Jamieson & Co.
LIMITED
MONTREAL, CANADA

Branches: CALGARY and VANCOUVER
Owning and Operating P. D. Dods & Co., Ltd.

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 50
No. 6	6 25
No. 7	6 00
No. 8	5 75
Nos. 9 to 12	5 50

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 16-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1-in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Best (American)	$23 70
Clipper (spun)	23 70
Clipper (unspun)	22 00
U.S. Navy (spun)	.....
U.S. Navy (unspun)	.....
Plumbers' (spun)	11 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 27½
Palacine, gal.	0 30½
Gasoline, net, gal.	0 38
	Gallon
Black oil (summer)	0 25
Black oil (winter)	0 25½
Imperial Kerosene tractor	1 25
Capital, cylinder	0 82½
Machine oil, regular grades	0 47½
Imperial gas engine oil	0 52
Paraffine	0 31

List, less 15% on above.

Polarine Oil, list	1 25
Polarine Oil, heavy, list	1 25
Polarine A, list	1 25
Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 85
Gargoyle Mobiloil BB	1 80
Gargoyle Mobiloil A	1 60

List, less 25% on above.

Fuel oil, bbls. net	0 18
Fuel oil tank cars, net	0 16

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER

Per 400-ft. rol.

	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 40	
Dry Fibre, No. 2, Anchor	0 95	
Tarred Fibre, Anchor, No. 1	1 50	
Tarred Fibre, Anchor, No. 2	1 12	
Rosin Sized Sheeting, blue	1 10	
Surprise Fibre	1 10	
"Stag" Sheathing	0 97	
Tarred felt, per cwt.—		
7, 10 and 16-oz.	5 55	
Cyclone (dry)	1 50	
Cyclone (tarred)	1 60	
Joliette (sheathing)	1 05	
Joliette (tarred)	1 22	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	**0 12**	**13½**
Carpet Felt, 16, 20, 24 oz., 100 lbs.	9 00	
Straw, sheathing, heavy, dry, cwt.	5 45	
Do. tarred, per cwt.	5 60	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs. 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	11 80
6 to 7 lbs., doz.	12 50	12 80
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. **Montreal and Toronto.**

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	2 00
4 gross (cartons). 4-in.	2 00
Spring, 2 grs. box	1 75

F.o.b. **Montreal and Toronto.**

PIPE, WROUGHT

Price List No. 44—April 8, 1920

Standard Buttweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 13	7 26	5 43	7 56
⅜ in.	5 13	7 26	5 43	7 56
½ in.	6 84	8 42	7 27	8 84
¾ in.	8 45	10 58	9 03	11 16
1 in.	12 50	15 64	13 35	16 49
1¼ in.	16 91	21 16	18 06	22 31
1½ in.	20 21	25 30	21 59	26 68
2 in.	27 20	34 04	29 05	35 89
2½ in.	43 00	53 82	.....	.....
3 in.	56 23	70 38	.....	.....
3½ in.	71 30	88 32	.....	.....
4 in.	84 48	104 64	.....	.....

Standard Lapweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$30 90	$37 74	$34 60	$41 44
2½ in.	45 34	56 16	51 19	62 01
3 in.	59 29	73 44	66 94	81 09
3½ in.	73 14	90 16	82 34	99 36
4 in.	86 66	106 82	97 56	117 72
4½ in.	0 98	1 23	1 24	1 49
5 in.	1 15	1 44	1 44	1 73
6 in.	1 49	1 86	1 87	2 25
7 in.	1 94	2 43	2 42	2 90
8L in.	2 04	2 55	2 54	3 05
8 in.	2 35	2 94	2 92	3 51
9 in.	2 81	3 52	3 50	4 21
10L in.	2 61	3 26	3 25	3 90
10 in.	3 36	4 20	4 18	5 03

Terms. 2% 30 days, approved credit.

Freight equalized on Chatham. Guelph, Hamilton, London, Montreal, Toronto. Welland.

PIPE (Conductor)

	Plain List
2 in., in 10-ft. lengths, list	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 5% to list.

F.o.b. Toronto, Ottawa. Oshawa

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	15%
Medium and extra heavy pipe. 2, 3, 5 and 6	10%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	5%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares. etc.

PITCH

Pine, black, per bbl.	$10.00-$10 50
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	**Montreal.**	**Toronto**
Ordinary, 52 sheets	$9 25	....
Do., 60 sheets	9 35	....

PLATES, COKE, TIN

	Tor.	Mont. Per box
IC, 20x28 112 sheets.	....	27 00
IX, 20x28 112 sheets.	....	30 00
IXX, 20x28 112 sheets.	....	33 00
IXXX, 20x28 56 sheets.	....	18 00

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets	$24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40
No.		Each
70		$6 75
80		6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras 3c per lb.

F.o.b. **Montreal, Toronto, London**

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$2 80
Samson, 2-ply, roll	3 25
Samson, 3-ply, roll	3 80

	Mont.	Toronto
Everlastic, 1 ply	$2 25	$2 25
Everlastic, 2 ply	2 65	2 65
Everlastic, 3 ply	3 05	3 05
Panamoid, 1 ply	2 15	2 10
Panamoid, 2 ply	2 50	2 45
Panamoid, 3 ply	2 90	2 80
Red Star, 2 ply	2 05	2 10
Red Star, 3 ply	2 45	2 50
Liquid roofing coating, per gal., in barrels		0 60
5 and 10 gal. lots, per gal.		0 75
1 gal. cans, gallon, doz.		10 20
Coal Tar (refined), bbl.		9 25
Coal Tar (crude)		8 00

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	22½

Above quotations are basis prices. ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in. ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22¼
Double lath yarn	23
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 94
Do., ¼ in. and up	0 92½

F.o.b. Toronto, Montreal, London, Brantford, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85
	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 7 25	$ 25
10 lb.	9 75	25
240 lb.	16 50	75
600 lb.	37 00	1 00
1200 lb.	46 00	1 50
2000 lb.	65 00	2 00
2000 lb. Drop lever	74 00	2 00

Champion, discount 10%; standard scales, discount 10% off standard list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1903.

Wood, F.H., bright	72½%
Wood, R.H., bright	70%
Wood, O.H., bright	70%
Wood, F.H., brass	55 %
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50 %
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20
Hexagon cap	20

Good Men

DO you need the services of a good retail salesman, traveller, or manager? The best of them read HARDWARE AND METAL each week from cover to cover. Incidentally they also note the condensed ads. in the "Wanted" section. You can use space in this section at a cost of two cents per word for the first insertion, and one cent a word for subsequent insertions. Add five cents for box number or address.

An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

Hardware and Metal is the only paper in Canada giving a weekly market service on hardware, metals, paints, varnishes and other lines allied with the hardware trade.

Hardware and Metal is the only hardware publication in Canada with circulation audited by the Audit Bureau of Circulations.

Hardware and Metal is the only weekly hardware paper in Canada.

MADE IN CANADA

Blacksmith's
Boiler Makers'
Machinists'
AND
Pipe Fitters'
Tools

Write for Catalogue

A B. Jardine & Co.
LIMITED
HESPELER, ONT.

If interested tear out this page and place with with letters to be answered.

SCREWS, WOOD BENCH

Dozen $7 00

SCYTHES Doz.

Cast Steel	$17 25
Golden Clipper	18 20
Little Giant	19 25
Bush	17 75

SNATHS Doz.

00 Patent	$15 50
1 loop	14 90
2 loops	14 30
3 loops	13 10
Bush	16 10

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$12 00	$11 50
26 gauge	11 75	11 25
24 gauge	11 15	10 65
22 gauge	10 80	9 80
20 gauge	....	9 35
18 and 20 ga.	10 10	....

F.O.B. Montreal.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report

SPOUTS, SAP

Eureka ,per M $16 85

STANDS, WASHTUB—

Reversible Drip, each $2.25

STAPLES (Fence—Galvanized)

Bright	6 10
Kegs	7 10

STOVES

Oil Burning Cooking — List each

Perfection No. 32, 2-burner..$25 50

STRETCHERS, CURTAIN—

Star, No. 1, doz.	$27 60
Star, No. 2, doz.	30 00
Sun No. 1	20 00
Sun, No. 2	22 00

STRETCHERS, WIRE

Hercules, doz. $3 60

SWEEPERS—

Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b. b.	$ 62 00
Club, jap., cyco bearing	120 00
Champion, jap. fittings	47 00
Grand, jap., cyco b.b	68 00
Grand Rapids, nick., cyco b.b	58 00
Grand Rapids, jap., cyco b.b.	52 00
Parlor Queen, nick., cyco b.b	64 00
Princess, nick., cyco b.b	60 00
Standard, jap. fittings	48 00
Universal, Jap., cyco bear...	50 00
Universal, nick., cyco bear..	56 00

F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM — Bissell's Doz.

Grand Rapids, nickeled	$124 00
Household, japanned	110 00
Superba, nickeled	140 00

SWINGS, Ontario...........$10 00

TACKS — Discount

Wire Tacks	70%
Revised Hardware Tack List adopted Jan. 30, 1920	70%
Double-pointed tacks	65-10%
Shoe findings list adopted Dec. 15, 1919	Net list
List of Capped Goods adopted Jan. 1, 1916	70%

F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Universal	7 80
C. G.	5 00

Discount 20 and 10%.

Canadian Beauty	$5 44
Upright, with rack	6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10%

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades	35	35	35
Draining Tools	35	35	..
Hollow Back Scoops	35	..	35
Sand Shovels	35	..	35
Hollow Back Shovels	35	..	35
Hollow Back Coal Shovels	35	..	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	..	..

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as fallows:

BLACK LIST PRICES

Plain Back Shovels and Spades	$29.00	$28.00	$25.00
Draining Tools, No. 2, black	29.00	27.50	.....
Hollow Back Scoops, No. 2, black	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black	27.50	.....	24.00
Riveted Back Scoops, No. 2, black	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.

Full polished, add $1.00 per dozen net.

Half polished, add 50c per dozen net.

F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen. F.O.B. factory only.

Perfection, No. 33, 3-burner..	31 00
Perfection No. 34, 4-burner..	40 00
No. 22G oven for above stoves	9 00

Discount, 30% off list.

McClary Glass Front Oven No. 70, each, net	5 00
Detroit Glass Front Oven, No. 85, each, net	....

F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters — List

No. 525, each	$9 50
No. 530, each	10 50
No. 630, each	13 50

Discount 30% off list.

off new list. Samson, ... discount. F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft.	....
Brackets for above, per doz.	....
National Flat Track, 1¼ in. per ft.	....

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth. Per 100 ft.

8 in.	$6 90	15 in.	$12 50
10 in.	7 70	18 in.	16 00
12 in.	9 10	add 5% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) — Doz. with chain

Victor. No. 1 Giant doz....	3 50
Jump, No. 1	3 [illegible]

Hawley & Norton, No. 1	5 00
Newhouse, No. 1	7 50

F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen	$26 40
No. 1, per dozen	23 10
No. 2, per dozen	20 90
No. 3, per dozen	17 60

F.O.B. Newmarket.

TWINE BINDERS — Per ft.

500 feet	$0 17¾
550 feet	0 19¼
600 feet	0 20¾
650 feet	0 21¾

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb.	1 00
Cones, 3-ply, lb.	0 96
Do., 4-ply, lb.	....

VALVES AND COCKS

Compression work—Standard..	25%
High grade	24%
Fuller work—Standard	34%
Basin cocks, No. 0—Standard.	23%
Nos. 1 and 2	23%
Bath cocks—Compression	30%
Flatway stop and waste cocks, Standard	32%
Roundway stop and waste cocks—Standard	32%
Brass steam cocks, standard..	Net list
Radiator valves—Standard....	15%
Do., removable seat	10%
Globe, angle and check valves, standard	5-9%
Gate or Straightway	**Net**
Jenkins Gate Valve	**10%**
Standard Gate	list plus 5%
Jenkins Globe	list plus 20%

F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 65	0 90
1½	0 80	1 20
2	1 10	1 75

Penberthy Brass Valves

Compodisk Valves	net list
Gate Valves	5 and 2½%
Regrinding Valves	add 5%
Swing Check Valves	add 7½%

WARES, ETC.

Britannic, advance 50%.
Scotch Grey Ware, 45 and 5%.
Colonial, 20%.
Imperial Ware, 20%.
Pearl, 20%.
Premier, list, plus 10%
Canada Ware, list, plus 10%.
Crescent, 45% and 5%.
Diamond, plus 10%.
White Ware, 40%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%.
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 45%.
Stamped Ware, retinned, 40%.
Copper Bottoms, plus 25%.
Tinners' Trimmings, plain, 45%.
Tinners' Trimmings, retinned, 40%
Tinners' Trimmings, general, list. plus 20%.
Factory Milk Cans, list plus 50%.
Milk Can Trimmings, list. plus 60%
Cream Cans, list, plus 25%.
Railroad Cans, list, plus 20%.
Sheet Iron Ware, list, plus 33 1-3%
Pieced Ware, ordinary, list, plus 50%.
Pieced Tinware, C.B., list, plus 70%.
Fry pans, Acme, 20%.
Fry pans, Quick Meal, plus 15%.
Spiders, steel, plus 15%.
Fire Shovels, japanned, list, plus 33 1-3%.
Steel Sinks, galv'zed, list plus 25%.
Steel Sinks, painted, list, plus 25%
Light Galv. Pails and Tubs, list plus 40%.
Heavy Galv. Pails and Tubs, list. plus 30%.
Hollow ware, add 25%.
Garbage Pails, list, plus 20%.
Jap. Coal Hods, list, plus, 50%.
Galv. Coal Hods, list, plus 65%.
Paper Lined Boards, 30%.
Wood-lined Boards, 15%.
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 50%.
Copper Tea and Coffee Pots, list plus 50%.
Stove and other Pipe, list. plus 60%
Stove Pipe Thimbles, 40%.
Stove Pipe Elbows, black and galv., list, plus 33 1-3%.

F.O.B. Montreal, Toronto, London Hamilton.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 30% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs..	$5 00	$5 60	$6 25
Section, ½ lb., per 100 lbs..	5 00	6 20	6 25
Solid, 3 to 30 lbs., per cwt.	3 40	4 90	5 25

WHEELBARROWS

Navvy, steel wheel, doz.	$81 00
Garden Steel, doz.	72 00
Light Garden, doz.	88 00

F.O.B. Montreal, Toronto, London

WIRE PRODUCTS

Annealed or Bright.

Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 [illegible]
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Bright base	6 00
Annealed base	6 15

Galvanized price on application.

Coil spring on application.

Barb wire on application.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire

No. 18	$9 00
No. 19	9 50

Fine wire, list plus 80%.

F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 35%.

Canadian discount, 45%.

WRINGERS, CLOTHES

Domestic, No. 531E	$120 80
Dom. Bench, No. 541EB	165 50
Favorite, No. 511E	111 80
Favorite, No. 512	118 20
Royal Canadian, No. 151	92 80
Favorite No. 514	138 50
Ottawa, No. 331E	109 30
Ottawa, Bench, No. 341EB.	154 00
Challenge, No. 311E	100 30
Warranty	120 80
Bicycle	109 30
Safety	103 50
Eze	99 80
Rapid	90 80

Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

TINKER TOM'S TALKS.

No. 262

"The Grey Dawn Is Breaking"

and there is once more a prospect of being able to ship on old orders.

MADE IN PREMIER CANADA

GALVANIZED SHEETS

A few cars are finally moving from the steel mills. We are ready and waiting to do our part. In the meantime we hope no new epidemic of foolishness occurs.

TINKER TOM.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.

Look for Talk No. 263 next week.

If interested tear out this page and place with with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Montreal, Toronto, London.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	05-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	05-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	15½-19
Chrome green, pure	31-35
Chrome yellow	25-41
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	31-32
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ocre, 100-lb. kegs	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 00
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 80
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	6 90
Hillcrest	7 00

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35

Brantford—	per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00
Discount.	

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 60
81 to 85	....	45 45
86 to 90	....	48 35
91 to 94	....	49 80
95 to 100	....	53 55
101 to 105	....	66 35
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.
Cut size sheet glass, 40% off new list: cash 2%.

GLAZIERS' POINTS
Zinc coated, ½ and ¼ lb. packages, 22c lb.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 35
Red Seal	20 00	20 35
O.P.W. English	20 00	20 60
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $22; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 50
Genuine, 100-lb. casks	15 50
Less quantity	17 00
Genuine Eng. casks	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)	
25s	0 34½
10s	0 35
5s	0 36
1s	0 39½
½s	0 43½

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Tons or over (cwt.)	$14 00
Smaller lots (cwt.)	15 00

LIUIQD, BRONZING
Bronzing liquid, No. 1 | $1.55-$2.15
Banana oil, gal. | 4.50- 7.00
F.o.b. Montreal, Toronto

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 10
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 75
½ bbls., gal.	0 80	0 80
5s and 10s gal.	0 90	0 90
1s (per case of 1 doz.)	10 45	10 50

Everjet Black Enamel—		
Crates 2 doz., 8 oz.	2 35	2 35
Crates 12 doz., 8 oz.	2 10	2 10
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25

Carbosota Liquid Creosote Oil—		
Barrels	0 55	0 55
Half barrels	0 60	0 60
5s and 10s,, gal.	0 70	0 70
1s (case 12 gals.), cs.	8 25	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots.)	Per lb.
In barrels, about 600 lbs.	0 52
In kegs, about 250 lbs.	0 52½
In 50 lb. and 100 lb. drums	0 53
In 25 lb. drums	0 54
In 1-lb. packets	0 56
In ½ lb. packets	0 58
1 lb. tins	0 58
½ lb. tins	0 60

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$12 00
Less, per lb.	0 14

SHELLAC

	Pure white	Pure orange
Per bbl.	$9 75	$9 00
Gal. jugs	10 05-10 15	9 30-9 40

F.O.B. Toronto, London, Montreal.
NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

TAR	Mont.	Toronto
Coal Tar, refined	8 25	8 50
Coal Har, crude	7 00	7 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	[illegible]
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. can
Stove pipe, ½ pts.—	Per doz
B.H.	$1 50
O.P.W.	1 60
Anchor	1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	5 08
B.-H. Hard Oil	3 24
B H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 6
Rexspar	5 64
Scar-Not	5 18
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 45
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 12½
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20

WASTE

Cream, Polishing	$0 28

WHITE

XXX	0 23	XXX	0 24
XX	0 21½	XX, grad	0 22½
X	0 20	XLCR	0 21
XC	0 18½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 8	0 11	Fancy	0 19
No. 1	0 18	Lion	0 17
No. 7	0 16	Standard	0 15
No. 1A	0 14½	Popular	0 13
No. 1B	0 12½	Keen	0 11

Above lines subject to trade discount for quality.

WAX	Per lb
B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 70
Johnson's	0 70
Jamieson's liquid wax, gal.	3 50
Gold Medal	0 42
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2 75
Gilders, bolted, in bbls.	$3 00

Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	4 00

F.o.b. Montreal, Toronto London.

FISHING TACKLE!

Incomparable INCOMPARABLE REGISTERED TRADE MARK. Brand

Buyers are respectfully requested to place their orders for early delivery 1921, NOW
Our Mr. Thos. Tully will visit Canada earlier this year, beginning his trip in July, and he hopes to receive a continuance of the kindness and courtesy hitherto extended to him by our many friends in the Dominion.

Ludgate, Ryder, Thomas & Co.
Clive Road
Redditch - England
Representative—Canada and U.S.—Thos. Tully, Riverside, Illinois.

ANY SIZE **WIRE** ANY TEMPER

Bright, Annealed, Tinned, Coppered, Galvanized, Lacquered, Etc., for all Purposes.

BALE-TIES

Single Loop and Cross Head

Large Stocks for Immediate Shipment

We manufacture and maintain the Largest Supply in Canada

THE
LAIDLAW BALE-TIE CO.
LIMITED
Factory and Head Office **HAMILTON, ONT.**

A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
H. F. Moulden & Son, Confederation Life Bldg., Winnipeg
M. Bryan, 24 Aldgate, London, Eng.

RED

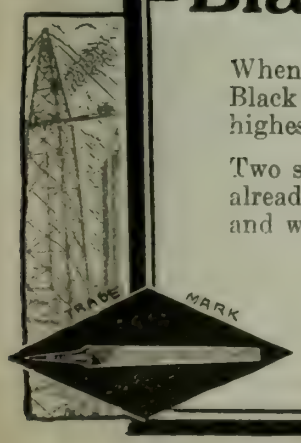
Window Glass

Also Plate, Figured, Stained, Wired, Bent, Mirror and Ornamental Glass.

Order Early.

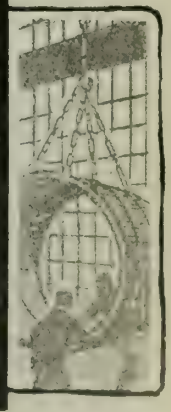
The Toronto Plate Glass Importing Co., Limited
Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.



Established 1863

Black Diamond File Works
G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

If interested tear out this page and place with with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
[illegible]/30	.....	.....	70 00
[illegible] S. & W.	.....	.....	54 50
[illegible]1 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
35/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester Ammunition, 37½% off Dominion List.

Dominion Ammunition—Discount 45% off Dominion List.

ANVILS

Peter Wright. 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16......	$6 00	18/16.....	$12 00
4........	5 00	19........	14 00
5........	5 00	20........	14 00
6........	5 00	21........	16 00
7........	5 00	22........	16 00
8........	5 00	23........	18 00
9........	6 00	24........	18 00
10........	6 00	25........	21 00
11........	7 00	26........	21 00
12	7 00	27........	24 00
13........	8 25	28........	24 00
14........	8 25	29........	27 00
15........	9 50	30........	27 00
16........	9 50	31........	30 00
17........	12 00	32........	30 00

Discounts from standard list prices

Irwin ....25% on list

Gilmour ....10% on list

AXES

Single Bit	$16 25	$18 00
Double Bit	.....	23 50
Broad Axes	.....	55 00

AXES, BENCH

No. 2	$20 00
No. 3	22 50
No. 4	24 50
No. 5	27 00
No. 6	30 00

BAR IRON

Bar Iron—Round and square, ⅝-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW. $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut. $3.00 per lb.; rawhide, sides, $2.50; cut, $8.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double' 'list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, net list; over 6 inch, 10% adv.; 7-16 inch and larger, 10% adv.; machine ⅜ and under, up to 4 inch, 5%; over 4 inch, 10% adv.; 7-16 and over, 10% adv., machine set screws, 25%; plough bolts, 5% adv.; stove bolts, 45%; shaft bolts, 12½% on; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CHAIN

Coil, 3-16 in., $19.00; ¼in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25%.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHURNS

Barrel, No. 0, $10.50; No. 1, $10.50; No. 2, $11.50; No. 3, $12.50; No. 4, $14.50 each.

CLEVISES, MALL. 18½c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 95
Lookout	1 00
Sleepmeter	2 75

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ....$1.08 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8.00; 12 in., $9.40; 15 in., $12.90.

Conductor pipe, 2 in., per 100 ft., $8.40; 3 in., $10.15; 4 in., $13.40; 5 in., $18.20.

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen........	Discount 20%

FITTINGS—Malleable

Class A	50-10%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.... .	10%
Nipples 4" and under.......	70%

FRY PANS Each

Cast iron, No. 8..........	$1 05
No. 9..........	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW	Single	Double
Up to 25-in..........	$18 60	$24 75
26 to 40-in..........	20 30	24 75
41 to 50 in..........	21 85	25 00
51 to 60-in..........	22 85	28 75
61 to 70-in..........	24 55	30 45

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz
Short Pattern	$1 20
Cold Blast, regular	1 20

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs............	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

HINGES, SPRING

	Doz.
No. 200, jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

IRON, GALVANIZED	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng..........	$12 75
28 Am. or 26 Eng.	12 35
26 Am. or 26 Eng.	12 05
24	11 90
22	11 90
18 and 20	11 75
16	11 60

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

Mrs. Pott's No. 55, set.......$2 00

Mrs. Pott's No. 50, set....... 2 15

Mrs. Pott's common sad iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$15 00
Lightning	$15.00

LANTERNS

Cold Blast

No. 2, plain	$13 00
No. 25, Dash-board	.....
Short Globe, doz............	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 00
Barn Door	
5	3 00
8	3 48
9	4 88

LEAD PIPE. $16.11.

LEAD WASTE. $17.01.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	......
New Century B	......
New Idea	......
Snowball	......

Prices on application.

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

	Doz.
O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 50
Mop Handles	2 10

MOWERS—LAWN

	14 in.	16 in
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	6 85
Star	7 50	8 00

NAILS

Wire, f.o.b. Fort William, $6.25 base; Winnipeg, $6.75. Cut, f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in...........	$6 65
30 in...........	8 93
36 in...........	10 50

NUTS

Square, small lots, blank, $5.00; tapped, $5.25 advance on list; Hexagon, small lots, blank, $5.25, tapped, $5.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs...	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.......	6 75

OILS

Wm. Pen motor oil, $1.23; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 66c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electro oil 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS, PREPARED

(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors..	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 25	1 40
Cyclone	1 40	1 53
Navy	....	....
Triumph	1 50	1 70

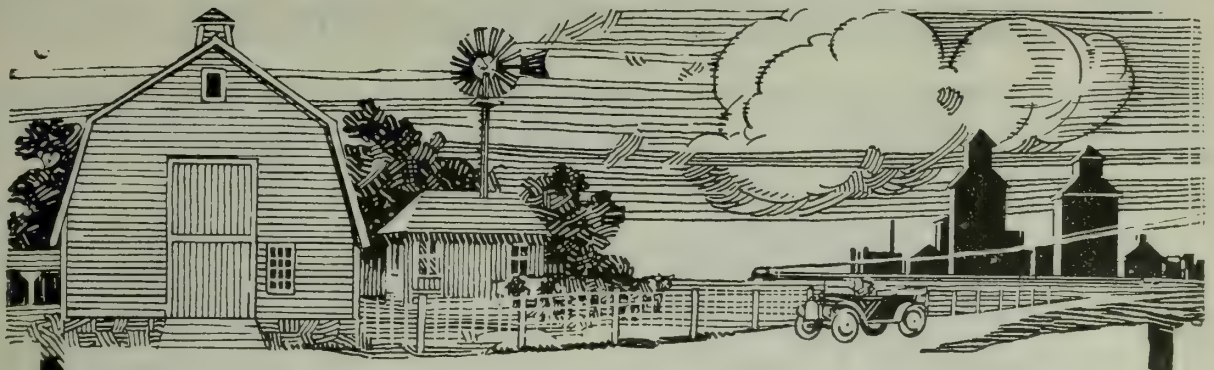
PIPE, WROUGHT.

	Buttweld, Steel		Gen. Wrot. Iron	
Per 100 ft.	Blk.	Galv.	Blk.	Galv.
⅛ in..	$ 6 50	$ 8 50	$.....	$
¼ in..	4 92	7 05	5 67	8 01
⅜ in..	4 92	7 05	5 81	8 15
½ in..	6 55	8 12	7 74	9 45
¾ in..	8 05	10 18	9 59	11 84
1 in..	11 90	15 05	14 18	17 55
1¼ in..	16 10	20 36	19 17	23 76
1½ in..	19 25	24 34	22 91	28 40
2 in..	25 90	32 75	30 83	38 25
2½ in..	40 95	51 77	50 00	62 00
3 in..	53 55	67 70	65 39	81 09
3½ in..	68 08	85 10	82 85	101 75
4 in..	80 66	100 83	98 10	120 51
4½ in..	.....	.....	114 30	141 84
5 in..	.....	.....	138 19	165 38
6 in..	.....	.....	172 89	214 58

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.25; 18 x 24, ordinary, $11.25; 20 x 28, ordinary, $11.50.



Which do you prefer to save—the price of the Barn or the cost of the Paint?

When the barn raising is over and your fine, new building stands complete—paint it right away! Every day's work that the weatherman puts in on its unprotected walls is a day off the life of your barn. You'll pay for the paint whether you use it or not,—so you had better use it.

Stephens
REGISTERED TRADE MARK

BARN AND ELEVATOR PAINTS

are made by a Western firm for Western Barns, Granaries, Fences, Implement Sheds and all farm buildings. They are used by Railroads and Elevator Companies—a sufficient guarantee that you'll receive compound interest on every penny you invest in paint.

Nearest Stephens' Agent will be glad to estimate quantity and cost for you. Ask him for Color Cards.

"Save the surface and you save all" *Paint & Varnish*

63

G. F. Stephens & Co., Limited
Paint and Varnish Makers
Winnipeg Calgary Edmonton

The demand for Stephens Paints is daily increasing through the influence of advertisements such as the one herewith, which are appearing in the leading Farm Journals, including—Winnipeg Grain Growers' Guide; Farmers' Advocate; Nor'-West Farmer; Weekly Free Press; Weekly Telegram; Western Home Monthly; Calgary Farm and Ranch Review; Montreal Family Herald and Weekly Star.

An unusual opportunity is presented to dealers to increase their paint sales and gain the goodwill of their customers, by keeping a full stock of Stephens Paints, and having them well displayed, in their store.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

POLISH

O-Cedar— Doz.

4-oz.	$ 2 10
12-oz.	4 20
1-quart	10 50
½-gal.	16 80
1-gal.	25 20

Liquid Veneer—

4 oz.	2 40
12 oz.	4 80
1 quart	10 00
1 gal.	2 34

Bon Ton—

¼-pints	1 35
½-pints	2 10
Pints	3 25
Quarts	5 10
½-gals.	9 00
Gals.	15 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5″ wheel	$5 35
No. 158, gal. 5″ wheel	5 72

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. tins	16¾

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE—

British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in, ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.

Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.

Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.

Lath Yarn, 24¾c.

Cotton Rope—3-16 in., 37c; ¼ in. and up, 36c

SANDPAPER

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90
B. & A.—		
00, 0	$0 41	$7 10
½	0 43	7 55
1	0 48	8 55
1½	0 52	9 95
2	0 58	11 50
2½	0 75	13 25
3	0 85	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 62½% flat head, 65%; oval head, 62½%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	17 75
Excelsior	.....
Cast	17 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	13 25
Bush	15 00

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 50
14 gauge	9 50
16 gauge	9 60
18-20 gauge	9 80
22-24 gauge	9 85
26 gauge	9 90
28 gauge	10 00

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japenned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 48 to 49c.

SPIKES — BOAT

Pressed, ¼-in., $10.55; 5/16, $9.80; ⅜, $9; ½, $8.75.

STAPLES

Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $6.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	1 00
Cotton, 4-ply, cones	1 00
Cotton, 4-ply, balls	1 02

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 20-20-10% discount.

Colonial Imperial, Pearl, 12½% discount.

Premier, Canada, Diamond, plus 18%.

Whitewear, 30-7½%.

Japanned Ware, list, plus 37½%.

Japanned Ware, white, list, plus 47½%.

Japanned Sprinklers, list plus 37½%.

Stamped Ware, plain, 30-15% discount.

Stamped Ware, retinned, 20-20% discount.

Pieced Tinware, ordinary, list, plus 64%.

Pieced Tinware, copper bottoms, list plus 83½%.

Sheetiron Ware, list plus 46%.

Light Galvanized Pails, plus 52½%.

Tubs—

Light, plus 52½%.

Heavy, 41½%.

Pails and Tubs, plus 41%.

Jap. Coal Hods, list plus 62%.

Galvanized Coal Hods, list plus 77%

WASHERS—

Size	Case lots	Less
3/16 in.	$20 60	$21 10
¼ in.	18 08	18 58
5/16 in.	16 96	17 46
⅜ in.	15 70	16 20
7/16 in.	14 72	15 22
½ in.	14 16	14 66
9/16 in.	14 02	14 52
⅝ in.	13 88	14 38
¾ in.	13 74	14 24
⅞ in.	13 60	14 10
1 in.	13 60	14 10
1⅛ in.	13 60	14 10
1¼ in.	13 88	14 38
1⅜ in.	13 88	14 38
1 7-16 in.	12 05	12 55
1½ in.	12 05	12 55

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WIRE — BARB

Lyman, 4-point, $6.00 Winnipeg Glidden Cattle, 2-pt., $5.80 Winnipeg; Baker, 2-pt., $5.70 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.50; No. 12, $6.65; coil spring, plain, Winnipeg, No. 9, $6.55; No. 12, $6.70.

Patented screen in 100-ft. rolls. $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop $7.75 Winnipeg, $7.25 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $7.05; No. 10, $7.11; No. 12, $7.25; No. 14, $7.45; No. 15, $7.60; No. 16, $7.75 per 100 lbs.

WRENCHES — NUT

Agricultural—

6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45

Perfect Handle—

6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES — PIPE

Stillson—

6 inch	$1 40
8 inch	1 55
10 inch	1 75
14 inch	2 45
18 inch	3 50
24 inch	5 05
36 inch	9 45

Trimo—

10-inch	$1 81
14-inch	2 50
18-inch	3 68
24-inch	5 25

	— Dozen—	
Always Ready	Black	N. P.
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

When writing to Advertisers kindly mention this paper

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

A COMPLETE LINE FOR

THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

WILKINSON & KOMPASS

TORONTO HAMILTON WINNIPEG

IRON AND STEEL

HEAVY HARDWARE

MILL SUPPLIES

AUTOMOBILE ACCESSORIES

WE SHIP PROMPTLY

O-Rib-O

Round Coal Chute

This shows a wall in section so that our Round Coal Chute can be seen as it appears in place. The door of this serviceable coal chute is also made with a flange which fits over the rim of the frame, making it both wind and water proof. It is fitted with our self-locking device.

With walls under 12" thick, use No. 1 or No. 4. Over 12", No. 2 or No. 5.

O-Rib-O Manufacturing Co.

Winnpeg, Manitob

Let the Royal Prove its Merit in *Your* Store

THE real test of an electric cleaner is how well and easily it will do the work in the home. Will it get all the deeply imbedded dirt in the rug as well as lint, hair, threads, and litter on the surface? Will it clean under the beds, close to the base-boards and in the out-of-the-way places?

Will it remove germ-laden dust and dirt lodged in draperies, upholstery, mattresses, walls, ceilings, closets, stairways and other un-get-at-able places?

Is it light in weight, easy to operate, economical and thorough?

To thousands of women the Royal has proven a household blessing because it satisfactorily answers all of these questions.

Just a touch of the handy switch on the handle, and the powerful, cleansing air stream is ready to save hours of heart-breaking, back-straining household drudgery.

Let us send a Royal to your store and let you try it yourself. A few minutes trial will convince you that it is the one vacuum cleaner for you to sell. There's a good profit too.

Great West Electric Co., Ltd., Winnipeg

ROYAL
QUALITY SERVICE
ELECTRIC CLEANER

Cleans by Air-Alone.

If interested, tear out this page and keep with letters to be answered.

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Dominion twenty-twos

The Gopher

The gopher is about to make his annual spring bow to the farmer. This means that the farmer must take the time to kill him. The twenty-two rifle is the quickest and best means of getting rid of the pest, and besides offers no little sport. Remind the farmer of the fact and—

Increase Your Sales of .22 Cartridges and Rifles

Our stock of twenty-two rifles, both single shot and repeaters, for the boy and the man, is very complete, as is also our stock of twenty-two cartridges. Look over your rifle rack and cartridge shelves and make sure that yours is also complete, and if not order a supply at once from Ashdowns.

The J. H. Ashdown Hardware Co., Limited
Winnipeg, Canada
Calgary **Saskatoon**

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Aluminum
British Aluminum Co., Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn, Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
The Ontario Plate Glass, Ltd., Hamilton, Ont.

Asbestos
H W. Johns Manville Co., Toronto, Ont.

Ash Sifters
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Auger Rings
The Crescent Co., Meriden, Conn.

Auto Accessories, Equipment and Supplies (Jobbers)
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Hurtubise, Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal Que.
Towe & Towe, London, Ont.
Samuel Trees & Co., Limited, Toronto.
Walker Vallance, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
The All-Way Mfg. Co., Toronto, Ont.
Apollo Plug Mfg. Co., Birmingham, Eng.
Auto Specialties Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto.
Boston Varnish Co., Everett Station, Boston, Mass.
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Guelph Spring & Axle Co., Limited, Guelph, Ont.
Gutta Percha & Rubber Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
K-P Products Co., Inc, New York.
Mill. B. Lane, Chicago, Ill.
Line, Kimball Co., Moose Jaw, Sask.
The Marquette Manufacturing Co., Inc., St. Paul, Minn.
The Locktite Mfg. Co., Windsor, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
A. Schrader Sons, Inc., Toronto.
The Star Specialty Mfg. Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton,
Williams & Co., J. H. Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto.
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Beekeepers' Supplies
The Canadian Bee Supply & Honey Co., Ltd. Toronto.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd, Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Belting, Cotton
Campbell Agencies, Toronto.
Dominion Belting Co., Hamilton, Ont.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Blankets, Horse
J. J. Turner & Co., Peterboro, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Northern Bolt, Screw & Wire Co., Owen Sound
London Bolt & Hinge Works, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg, Man.

Bolts, Boiler Patch
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Coupling
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H. Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Bolts, Stay
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Boxes, Tin
A. R. Whittall Can Co., Ltd., Montreal.

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
Que.
The Renaud Motor Supply Co., Ltd., Montreal

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng
Jas. Morrison Brass Mfg., Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont
Stratford Brass Co., Ltd., Stratford, Ont.

Brass, Sheets and Rods
Canada Metal Co., Toronto.
A. C. Leslie & Co., Montreal.
Tallman Brass & Metal Co., Hamilton.
The Graham Nail Works, Toronto.
Laidlaw Bale Tie Co, Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Barbed Wire
Banwell, Hoxie Wire Fence Co., Ltd., Hamilton.

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THE BUYERS' GUIDE

Baskets
Walter Woods & Co., Hamilton.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Bits, Auger
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blacksmith Supplies
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal Que.

Butter Tubs (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Workers
Beatty Bros., Ltr., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brushes and Brooms Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Wilkinson & Kompass, Hamilton.
Scythes, Ltd., Toronto.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughan & Bushnell, Chicago, Ill.

Brake Lining for Ford Cars
Adamson Mfg Co., Hamilton, nt.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
National Hardware Co., The, Orillia, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H. Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittal Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Carbon Reducers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.
National Hardware Co., The, Orillia, Ont.

Castings, Gray-iron
Canadian Stoves, Limited, Grimsby, Ont.
Que.

Carpet Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Chains, Coil, Boom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont

Cement
The Barrett Co., Ltd.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
John Cowan Co., Ltd., Montreal, Que.
Vol-Peck Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co, Hartford, Conn
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co., Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clothes Racks
Walter Woods & Co., Hamilton.

Clamps
Can. Foundries & Forgings, Ltd., Brockville, Ont
Williams & Co., J. H. Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Coffee Percolators and Urns
Canadian General Electric Co., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Landers Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Coal Hods
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A. R. Whittall Can Co., Ltd., Montreal.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cookers, Feed
Anthes Foundry Co, Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N. Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

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Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd, Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Cutters
Butterfield & Co., Inc., Rock Island, Que
Trimont Mfg. Co. Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Canada Foundries & Forgings, Brockville, Ont.

Desks, School
Canada Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd, Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines,

Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Dressings
Army & Navy Mfg. Products Regd., The, Montreal

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros., Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos Davidson Mfg. Co., Ltd., Montreal, Que
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielman Agencies, Ltd., Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Munderloh & Co., Ltd., Montreal, Que.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Engine Studs
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co. Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. A. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett Station, Boston, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Works Co., Ltd., London.

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton-Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

G R

MINISTRY OF MUNITIONS

THE DISPOSAL BOARD HAVE

STOCKS

LYING IN THE UNITED KINGDOM

and

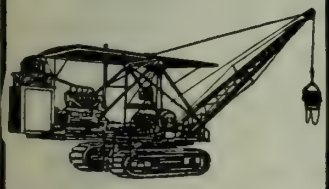
AVAILABLE FOR EXPORT

of

ENGINEERING STORES

Ferrous and Non-Ferrous Metals

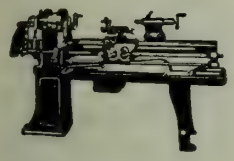
Plant and Machinery



Steam Engines and Boilers

Factory Stores

Machine Tools



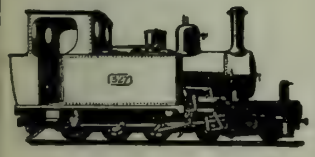
Railway Material

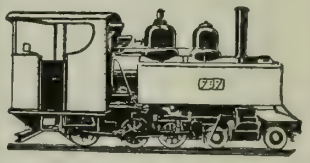
Contractors' Stores

Electrical Instruments and Machinery

Medical Stores

Chemical and Explosives



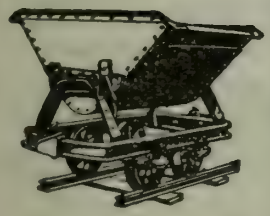


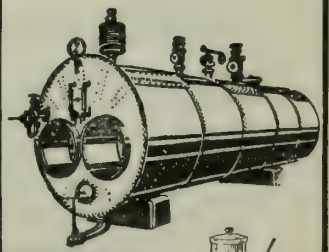
Motor Vehicles

Agricultural Machinery

Aircraft

Furniture





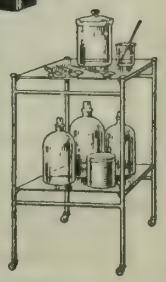
Textiles and Clothing

Boots and Leather Equipment

Motor Boats, etc., etc.

Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Whitehall Place, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forgings
Canada Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co., of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Canada Foundries & Forgings, Ltd., Welland, Ont.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Stoves, Limited, Grimsby, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.

Fruit Jars
Walter Woods & Co., Hamilton.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Limited, London.
Imperial Oil Co., Ltd., Toronto.
Saunette Products Mfg. Co., The, Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Iron Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Vander Linde Rubber Co., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd, Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauges
Browne & Sharp Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Williams & Co., J. H., Brooklyn, N.Y.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass Benders
Toronto Plate Glass Importing Co., Tornoto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Gopher Poison
Anton Mickelson Co. Ltd., Winnipeg, Man.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.
Beatty Bros., Ltd., Fergus, Ont.
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinders, Bench, Tool and Sickle
The Star Specialty Mfg. Co., Chicago, Ill.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Guards, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn. Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Browne & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn
Browne & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hammers
Canada Foundries & Forgings, Brockville.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Wells Bros. of Canada, Galt.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton, Ont.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Niagara Falls Metal Stamping Works, Niagara, Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd, Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Barrett Roofings, Cements Industrial Paints etc.

Everlastic "Rubber" Roofing

Everlastic Liquid Roofing Cement

Everjet Elastic Carbon Paint

Elastigum Plastic Patching Cement

SUMMER is here, bringing with it an increasing demand for these Barrett Products. Be sure you are well stocked—make the Barrett name increase your reputation and your profits. That's just what it will do.

Everlastic Liquid Roofing Cement

UNEQUALLED for resurfacing worn-out felt and "Rubber" roofs. Has the consistency of thick molasses; is easy to apply and dries quickly into a hard, elastic, wonderfully durable coat. Proof against moisture, acids, alkalies and fumes. Has same base as Barrett Specification Pitch, which is famous for its waterproofing qualities. Comes ready for use in packages ranging from 1 pint tins to 40 gallon barrels.

Elastigum Plastic Patching Cement

THE plastic cement of a thousand uses — tough, elastic, adhesive, waterproof. Easy to apply and sticks obstinately to both wet and dry surfaces.

Unequalled for patching holes and leaks in roofs of all kinds and for repairing flashings, relining gutters, stuffing cornices, lining cisterns, etc. Its life and elasticity are unaffected by changing temperatures. It *stays tight* throughout the most severe weather conditions.

Elastigum is a popular repair material for which dealers will find a tremendous demand this year.

In 1-lb. tins (24 to the case), 5-lb. packages (12 to the case), 25-lb. packages, ½ barrels (about 300 lbs.) and barrels (about 600 lbs.).

HERE are some other Barrett Products ready to make money for you. They all bear the Barrett name—and they're all Barrett quality. The popular Everlastic "Rubber" Roofing, Everjet Elastic Carbon Paint, Nox-Aer-Leek Boiler Setting Cement, Creonoid (Fly Oil) Lice Destroyer and Cow Spray.

ST. JOHN, N.B. HALIFAX, N.S. SYDNEY, N.S. **The Barrett Company LIMITED** MONTREAL WINNIPEG TORONTO VANCOUVER

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Hinges, Spring
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
J. H. Still Mfg. Co., St Thomas

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
Steel Co. of Canada., Ltd., Hamilton.
Wilkinson & Kempass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Canada Foundries & Forgings, Ltd., Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The John Cowan Co., Montreal, Que.
The Graselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto.

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Canada Foundries & Forgings, Brockville, Ont

Japans
Boston Varnish Co., Everett Station, Boston, Mass

Kalsomine Cleaner
Satinette Products Mfg., Co., The, Toronto,

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calander Mfg. Co., St. Paul, Minn.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilkes-Martin-Wilkes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg. Man
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Works, Chicago, Ill

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
National Stamping & Electric Works, Chicago, Ill
Spielmann Agencies, Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Canada Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Inc., Philadelphia.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Station, Boston, Mass

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
White & Colquhoun, Glasgow, Scotland.

Lockers
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire and Iron Works Co., Ltd., London

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Manufacturers' Agents
C. C. Craig Co., Winnipeg, Man.
F. W. Lamptough & Co., Montreal.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can

Malleable Iron Castings
The Gurney Foundry Co., Ltd, Toronto.

Marine Hardware
Scythes & Co., Ltd. Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd, Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

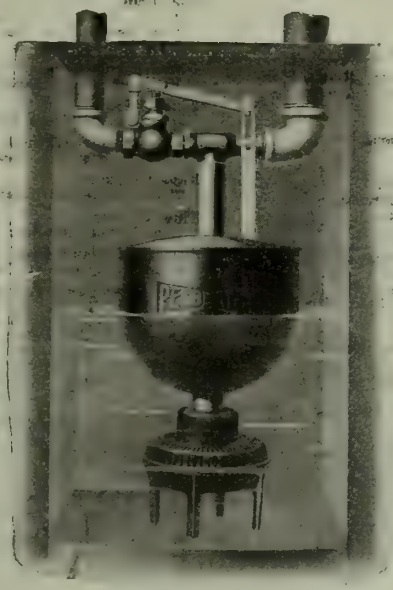
Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Works, Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

TRADE

PENBERTHY

MARK.



Illustrating Penberthy Cellar Drainer Installed in Pit or Sump.

AUTOMATIC CELLAR DRAINER

ALL WORKING PARTS ABOVE WATER

LOOK OUT

FOR THE SPRING FLOODS!

Keep Your Basements Dry

There is no excuse for flooded basements or cellars when the Penberthy Cellar Drainer will keep them dry and sanitary.

WHAT IT IS FOR AND HOW IT IS OPERATED

A device for transferring liquids from one level to another with water under pressure or steam as power. The name Cellar Drainer is derived from its commonest use, that of pumping water from cellars, but its utility is not necessarily restricted to this usage. The construction of the Penberthy Automatic Cellar Drainer is admirably simple, being a highly efficient ejector or syphon jet to which is attached a quick-opening, float-controlled valve. Nor is there anything complicated about its operation. The Drainer is placed in the sump or place where the water or seepage collects, a line from the city water supply attached at one side and a line leading to your discharge point (sewer, gutter or wherever it may be) to the other side. Then turn on the water and forget it, for as the water rises in the pit the float is raised and when the right height is reached the valve is opened instantly, allowing the city water to flow through the ejector, cause a suction, and carry the sump water with it to the discharge. As the water goes down the float follows and when the low point is reached the valve closes to remain closed until enough water collects to again raise the float, when the whole operation is repeated.

PENBERTHY INJECTOR CO., LIMITED
WINDSOR CANADA

If interested tear out this page and place with with letters to be answered.

THE BUYERS' GUIDE

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Mending, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Micrometers
Browne & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Mills, End
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Milling Cutters
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont
Duskil Mop Company of Canada, Limited, London.

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Cold Pressed
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts of every Variety of Finish
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Detroit Vapor Stove Co., Detroit, Mich.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Can.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd, Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co, Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd,, Hull, Que.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Packings
The Canadian Asbestos Co., Montreal, Que.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.
Northern Electric Co., Ltd., Montreal.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co.
Vancouver, B.C.

Phonographs
Jas. H. Cummings, 120 North State St., Chicago, Illinois.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Pistols
Colts Patent Fire Arms, Hartford, Conn
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utilca, N.Y.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pins, Taper
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized, Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Pliers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Chancell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
The Army and Navy Mfg. Products, Reg'd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Headquarters for

Clothes Lines

In Cotton, Manilla, Wire and Sisal

WALTER WOODS & CO.

Hamilton and Winnipeg

NAILS

BRIGHT—BLUED—COATED "SPECIALS" OUR SPECIALTY

WIRE

COPPERED, TIN, BRIGHT ANNEALED, OILED & ANNEALED HAY BALING WIRE

BALE TIES

STRAIGHTENED RODS

THE GRAHAM NAIL WORKS

Operated by the CANADA METAL CO., Ltd.

HAMILTON MONTREAL TORONTO WINNIPEG VANCOUVER

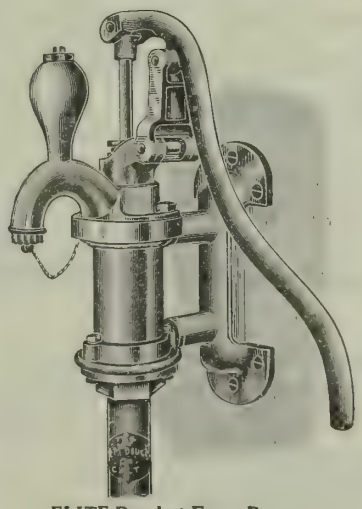
The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.



ELITE Bracket Force Pump
Fig. 283

A Really Neat Force Pump for Yacht or Kitchen

In fact any place where service is required in a place where the operating space is limited

The pump is designed to fasten direct to wall with spout to project over sink. Nickel-plated cylinder nd handsome finish make this a very desirable article wherever installed.

Write for further particulars

THE R. McDOUGALL CO., LTD.

GALT - - CANADA

If interested tear out this page and place with with letters to be answered.

35,000,000 Ads to help you sell

More than 35,000,000 advertisements are telling your customers about the dependability, efficient service and economy of

Champion

Dependable Spark Plugs

Every owner of every type of auto, truck, tractor, farm engine, motor cycle, and motor boat knows that there is a Champion for his particular engine—each one fitted with our "3450" insulator and patent gasket construction.

He is being told in no uncertain way that "3450" insulators stand hard usage outside the motor as readily as shock, vibration, expansion and heat in the motor.

The force of this tremendous advertising and selling campaign will mean the sale of more Champions for the dealer who carries a full line.

You cannot afford to lose your share of this profitable business.

Check up your stock and order from your jobber the Champions you need.

Champion Spark Plug Co.
of Canada, Limited
Windsor, Ontario

Largest factory in Canada making Spark Plugs exclusive y and the only factory making "Champions"

Champion "X" A-15, ½-inch **Price, 90c.** Adopted by the Ford Motor Co as standard equipment on Ford cars since 1911

Champion is Ford's selection and should be yours

Nearly half of the cars in Canada are Fords. Each one left the factory equipped with Champion "X" plugs.

The significance of this fact, and the proved efficiency of Ford cars, speak volumes to spark plug users in making replacements in Ford cars and those of other makes or in trucks, tractors, farm engines, motor-boats, or motor-cycles.

Service dependability is built into our "3450" insulator, which takes, without breaking, punishment and abuse that has been considered impossible in anything but metal.

"Champion" on each in- ... guide to the ...k plug.

...s are sold

... Plug Co. ...nited ...rio

...anada ...clusively

...able ...lugs

90

Champion Heavy Duty JAS-43, ⅞-in. **Price $1.00** For use in heavy service motor cars, trucks, tractors and engines

"3450" Insulators Resist Knocks, Shocks, Heat and Expansion to a Wonderful Degree

They are so hard and tough that they stand up under treatment that is never experienced even in emergency use in a motor or engine.

You can heat them white hot, then douse them in water—knock them with a wrench—drive them through a cake of lead—drop them on the floor—and you won't find even a chip or crack in the glaze.

Champion Dependable Spark Plugs

all have "3450" insulators. There's a type that will help to increase the efficiency of your motor car, truck, tractor, farm engine, motor boat

They stand any service in any motor or engine

Champion

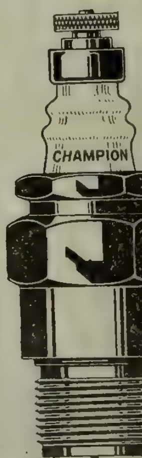
Dependable Spark Plugs

This includes low speed tractors, or high speed racing cars with all the intermediate speeds. Yes, and the careless handling outside the motor too.

By giving efficient service in heavy duty tractors, developing terrific heat and tremendous shock strain, Champions have earned the right to the name which has become another word for spark plug dependability. A special Champion plug has been developed to meet each peculiar ignition requirement in every type of gas engine, in motor cars, trucks, tractors, farm and stationary engines, motor boats, motor cycles and aeroplanes.

Dealers in motor supplies everywhere can furnish you with the right type for your motor.

Look for "Champion" on the insulator as well as on the box.



Champion "Heavy Stone"
B-13, ½-inch B-43, ⅞-inch, 18
B-53, ⅞-18, long B-73, ¾-inch
B-83, ¾-in., long
Price $1.25
Specially adapted for heavy service cars, tractors, trucks, farm and stationary engines

95

Champion Spark Plug Co. of Canada, Limited
Windsor, Ontario

Largest Factory in Canada making Spark Plugs exclusively

Why are all Fords equipped with Champi...

Dependable Spark ...

Every Ford owner will find the answer in the Ford instruction book, which says:—

"The make of plugs with which Ford engines are equipped when they leave the factory are best adapted to the requirements of our motors."

Since 1911 Fords have been, and are now, "Champion" equipped.

For motor owners who have other n... oped a... that sa... for whi...

You ... dence ... to car... gency ... will sta...

The ... on the i...

Sold where motor supplies ...

Champion Spark Plug Co. of ...
Windsor, Ontar...

The Largest Factory in Canada making S...

Champion
A-43, ⅞-in., 18
Price $1.00
For use in heavy service motors, trucks, tractors and farm engines

The safe way to select efficient Spark Plugs

Two hundred and eighty manufacturers of motor cars, trucks, tractors, farm and stationary engines, motor boats, motor cycles and aeroplanes, in Canada and the United States, have selected Champions as regular factory equipment.

They selected Champions to insure efficient operation of their motors—if you want that same dependable, efficient operation in your motor **demand**

Champion

Dependable Spark Plugs

Our famous 3450 insulators and compression-proof gaskets give to Champions a dependability that is greatly in excess of ignition service requirements.

Champion
AA-53
⅞-inch, 18 long
Price $1.00
For use in McLaughlin cars, tractors, trucks and stationary engines

Look for "Champion" on the Insulator

It is your guarantee of efficient, satisfactory and economical spark plug service.

It is the selection of over 280 manufacturers of motor-cars, trucks, tractors and gasoline engines in Canada and the United States.

Could proof of service value be more conclusive?

Champion

Dependable Spark Plugs

with 3450 insulators and our patented copper asbestos compression-proof gaskets, are a combination that insure perfect ignition and dependable service under the most adverse conditions.

They withstand shock, vibration, expansion and hard usage to an unusual degree, in or out of your motor.

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Any deal
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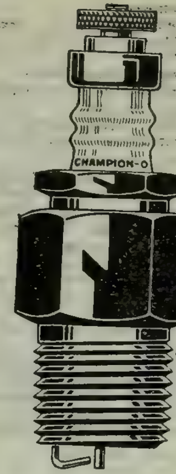

Champion "O"
for
Overland Cars
A-14-"O," ½-in.
Price $1.00
Specially recommended for use in Overland Cars

The Name behind the Plug

For years we have been building a reputation for the dependability of Champion Spark Plugs. To-day "Champion" on the insulator of a spark plug is the world's synonym for dependability.

Champion

dependability is based on thousands of experiments and tests, resulting in our 3450 insulator, which, because of its indestructible quality, gives exceptionally efficient service in all types of gasoline motors and engines.

Champions are the choice of the world's largest manufacturers of motor cars, trucks, tractors, farm engines, motor boats, motor cycles and aeroplanes.

No matter what makes of motor you own, there is a "Champion" that will give efficient service under any condition the motor itself will stand.

Look for "Ch

Champion
"Heavy Stone"
B-13, ½-inch
B-43, ⅞-inch, 18
B-53, ⅞-18, long
B-73, ¾-inch
B-83, ¾-in. long
Price $1.25
Specially adapted for heavy service cars, tractors, trucks, farm and stationary engines

Champion

Dependable Spark Plugs

Make Good Motors Better

Whenever you see "Champion" on a Spark Plug you can be absolutely certain that it will give you as near 100 per cent. efficiency as you may ever hope to obtain.

No matter how good your motor may be, or for what purpose it is used, "Champion" dependability will make it better.

This is due primarily to our famous "3450" insulator, which is practically indestructible, and to developing a special plug for each type of motor or gas engine.

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as well as on the box.

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Champion "X"
for Ford cars
A-15, ⅞-inch
Price 90c.

97

Champion

Dependable Spark Plugs

The unfailing dependability of Champion quality construction has justified every claim made for it, even under the most adverse motor conditions.

There's a world of satisfaction in knowing that Champion 3450 insulators stand shock, vibration, heat, expansion and rough usage to an unusual degree, especially when you require emergency service.

The best indication of the satisfactory, efficient service of Champions is contained in the fact that they are regular factory equipment in 280 different makes of motors and engines in Canada and the U.S.

Make "Champion" on the insulator your guide to satisfactory spark plug service and you'll eliminate all worry, delays and costly experiments.

Get them where motor goods are sold

Champion Spark Plug Co. of Canada, Limited
Windsor, Ontario

Largest Factory in Canada making Spark Plugs exclusively

Champion Heavy Duty
JAS-43, ⅞-inch, 18, Price $1.00
For use in heavy service motor cars, trucks, tractors and engines

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If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Sidney Specialty Co., Smith's Falls, Ont.

Powder, Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont
B. McDougall Co., Ltd., Galt.
F. B. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton Ont.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can
The Smart-Turner Machine Co., Ltd., Hamilton Ont.
The Hamilton Motor Works Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pumps (Electric)
Hurley Machine Co., Ltd., Toronto.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn

Putty
Brandram-Henderson, Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal.

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville Ont

Radiators
The Gurney Foundry Co., Ltd., Toronto

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.
"X" Laboratories, New York.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Sales Co., Toronto.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain Conn
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Butterfield & Co., Rock Island, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville.

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asbestos Co., Montreal, Que.
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Browne & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont
The Stanley Rule & Level Co., New Britain, Conn

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa

Saddlery Hardware
Niagara Falls Metal Stamping Works Niagara Falls, N.Y.

Saws, Back
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia, Pa.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Butchers', and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins Co., Hamilton, Can.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Toronto.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia, Pa.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Set and Cap
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Thumb
John Morrow Screw & Nut Co., Ltd., Ingersoll.
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skreen Door Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Widows
The Kasement Skreen Door Co., Toronto
Sanderson Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shellac
Stewart & Wood, Ltd., Toronto.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Show Cases
Cameron & Co, Toronto.
The Duluth Show Case Co., Duluth, Minn

Sifters, Ash
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works Niagara Falls, N.Y.

MEAKINS BRUSHES

Brushes for All Purposes

Oval Paint Brushes; Varnish, Stencil and Glue Brushes; Sash Tools; Small Brushes; Household Brushes; Factory, Flat Wall, and Beaver Wall Brushes; Flat Paint Brushes; Kalsomine, Tar, Roofing, Whitewash, Skimming, Paste, Bill Poster's, Paper Hanger's, and Wall Stippler's Brushes; Painter's Dusters, and Seam Brushes; Graining Combs; Painter's Scrubs, Stencil, Marking and Artist Brushes; Camel Hair Brushes; Copying Brushes; Writing Brushes; Ox-hair Color Brushes; Lettering, Lining, Sable, Water Color, Sweeping, Parlor Floor, Dust, Whisk, or Corn Brushes; Baker's, Factory, Hearth, Cornice, Radiator, Window, Bottle, Jar and Automobile Brushes; Wipers and Pot Scrubs; Stable, Closet, Wire, Casting, and Boiler Tube Brushes; Soft, Black, Printer's, Sink, and Kitchen Brushes. Our catalogue will give you the complete list.

Write for complete catalogue.

Meakins & Sons, Limited, Hamilton, Ontario

Warehouses:

Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
The Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinner)
Wiesbusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co.. St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co. Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder, Silver
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co. of Canada, Ltd. Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spark Plugs
Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1634 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Walker, Vallance, Limited, Hamilton, Ont.
Wood, Vallance, Ltd., Winnipeg, Man.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielman Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Woods, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel Ingots, Open Hearth
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
Steel Co. of Canada, Hamilton.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Store Fixtures
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Winnipeg.

Store Front Construction, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Canadian Stoves, Limited, Grimsby, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall, Aryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Lining
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Merchants Hardware Specialties, Ltd., Calgary.

Sulphate of Ammonia
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Tacks
The Canada Tack and Nail Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cisterns
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Tapes, Measuring, Steel and Woven
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Browne & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown, Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph
The Vander Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Toboggans
The Northland Ski Mfg. Co., St. Paul, Minn.

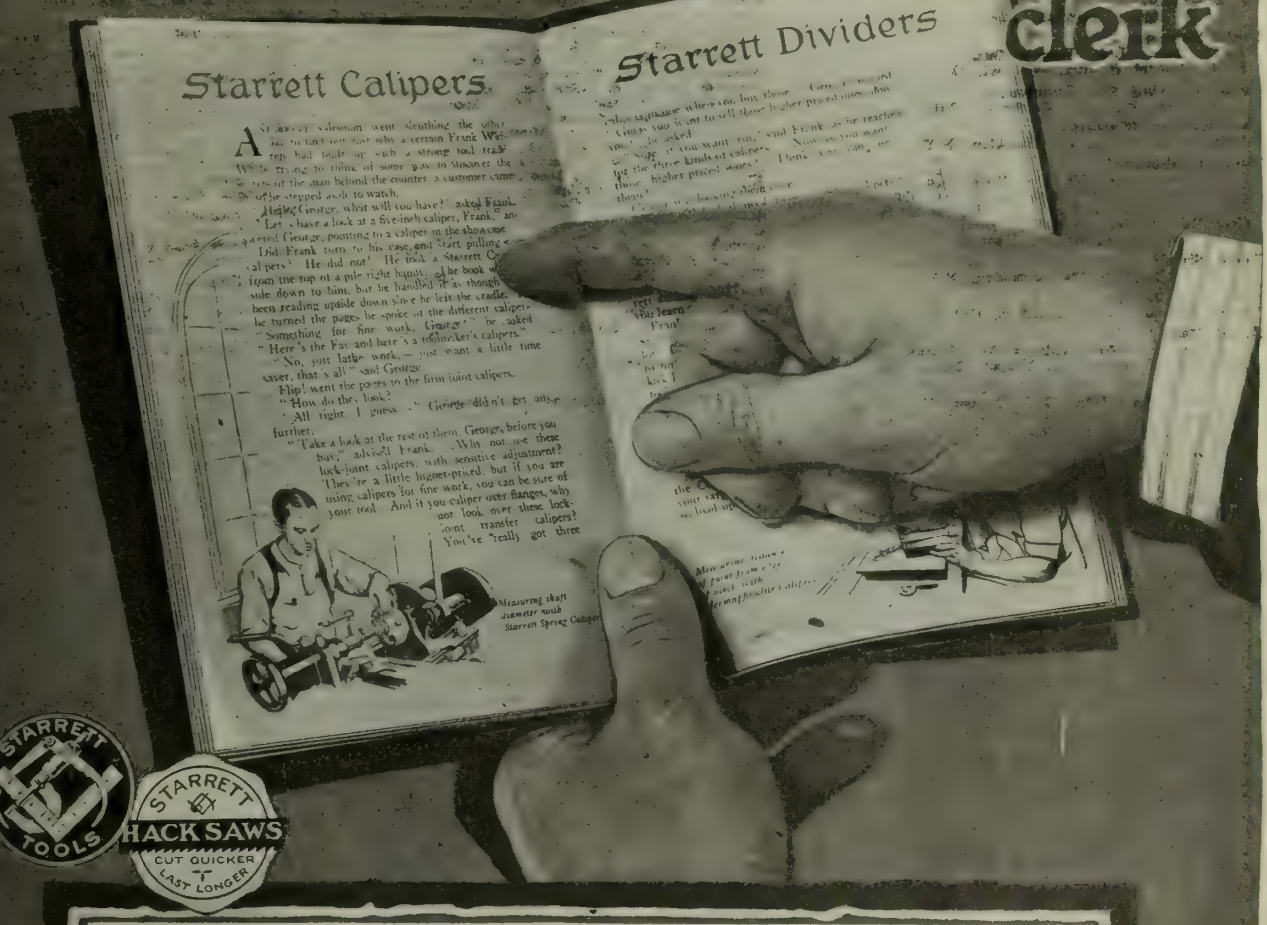
Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

For You—
the hardware dealer and his clerk



STARRETT TOOLS

STARRETT HACK SAWS CUT QUICKER LAST LONGER

THE TOOLS MECHANICS BUY

Is the title of a booklet that will help hardware men sell Starrett Tools.

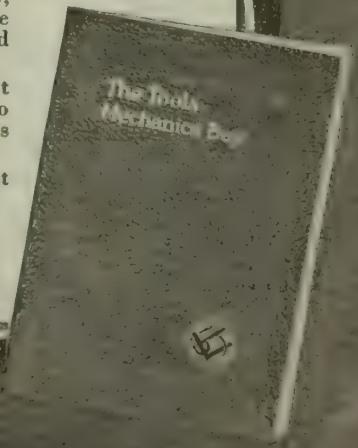
"Give me a surface gage," says the machinist. If he knows exactly the gage he wants—all right. But—

There are five kinds of Starrett surface gages. Take, for instance, No. 57 and No. 257. They look alike. Both are excellent tools. But if that mechanic needs a surface gage as a locomotive guide liner No. 57 will be almost useless to him. It's up to you to find him the right gage.

Talking points on Starrett Micrometers; the fine points of Vernier Calipers; Height and Depth Gages and Test Indicators; points about Starrett Surface Gages, Rules, Tapes, Gages and Starrett Transits and Levels; all these and more are covered in this book.

"The Tools Mechanics Buy" is a readable little book; full of pointers about building trade through Starrett tools by assuring satisfaction to the men who buy them. No matter how well you know your stock, "The Tools Mechanics Buy" will interest you.

Ask us today for as many copies as you have clerks—and don't forget to get one for yourself. Sent free upon request.



THE L. S. STARRETT CO.

The World's Greatest Toolmakers—Mfrs. of Hack Saws Unexcelled

ATHOL, MASS.

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Meyers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Browne & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
James H. Cummings, Chicago, Ill.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H W. Johns Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
H Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd, Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd, Toronto.

Tubing, Steel,
Standard Tube & Fence Co., Woodstock.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd. Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toront.o

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd. Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd, Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal
Benjamin Moore & Co., Ltd., Toronto.
A Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Limited, Ottawa.
Wilkinson & Kompass, Hamilton,

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H. Brooklyn, N.Y.

Vulcanizers
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass. Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Kribs Ltd., Wm. A., Hespeler, Ont.
Maxwells Ltd., St. Marys, Ont.
Nineteen Hundred Washer Co., Toronto, Ont.
Schultz Bros., Brantford, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Wax, Floor
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Frost King Weather Strip Co., Montreal, Que.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont

Weeders, Garden (hand)
C. S. Norcross & Sons. Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheelbarrows
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont

Whitewash Outfits
Collins Mfg. Co., Toronto.

Wholesale Hardware
J H. Ashdown Hardware Co., Ltd., Winnipeg
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
H. S. Howland Sons & Co., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Rice Lewis & Sons, Ltd., Toronto.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que
Steel Co. of Canada Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Regina Plate Glass Co., Regina, Sask.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Lewis Bros., Ltd., Montreal.
Northern Electric Co., Montreal.
Northern Bolt Screw & Wire Co., Owen Sound
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire and Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wooden Specialties
Schultz Bros., Brantford, Ont.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware and Tool Co., Springfield,, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
E. Edelmann & Co., Chicago, Ill.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Browne & Sharpe Mfg. Co., Providence, R.I.
L. S. Starret Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.

Wringers, Hand and Power
Spielman Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
Vancouver, B.C.
The Great West Smelting & Refining Co.
The Hoyt Metal Co., Toronto.

Zinc, Sheet
R. & S. H. Thompson & Co., Ltd., Montreal,

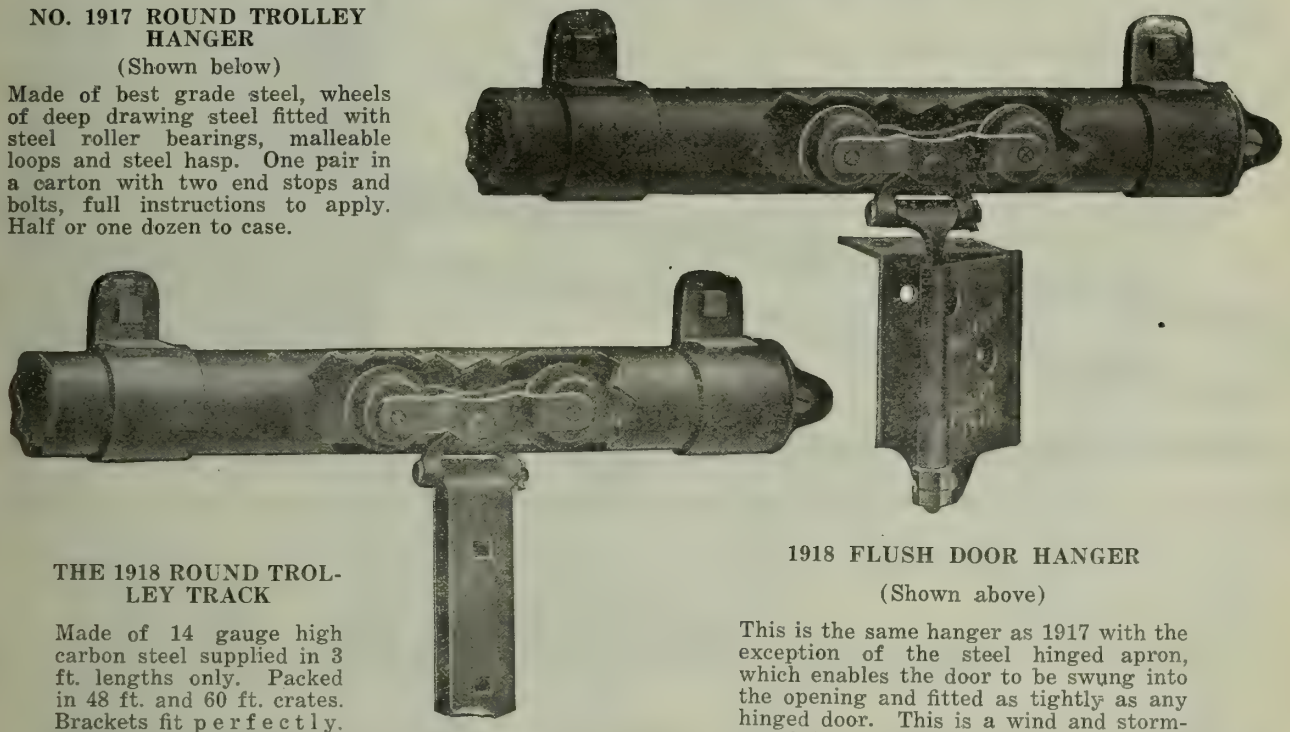
Round Trolley Hangers

1917 *and* 1918

NO. 1917 ROUND TROLLEY HANGER

(Shown below)

Made of best grade steel, wheels of deep drawing steel fitted with steel roller bearings, malleable loops and steel hasp. One pair in a carton with two end stops and bolts, full instructions to apply. Half or one dozen to case.



THE 1918 ROUND TROLLEY TRACK

Made of 14 gauge high carbon steel supplied in 3 ft. lengths only. Packed in 48 ft. and 60 ft. crates. Brackets fit perfectly. Brackets required every three feet.

1918 FLUSH DOOR HANGER

(Shown above)

This is the same hanger as 1917 with the exception of the steel hinged apron, which enables the door to be swung into the opening and fitted as tightly as any hinged door. This is a wind and storm-proof feature which should not be overlooked.

The Ideal Hanger for Saw Mill or Flour Mill use, where dusts of any kind are liable to corrode crevices (absolutely self-cleaning.)

Easy Operating - Weather Proof

The Round trolley hangers and track have jumped into popularity in the past few years very largely because of their excellent wind and storm proof features. The round track has no grooves to hold dirt or water, is self-draining and cleaning. There is absolutely no possibility of the hanger jumping the track, no binding, always runs smoothly.

Canadian weather conditions make this style of hanger and track a good one to push. Fit up a demonstrating door in some convenient place to show your customers.

Ask for our new Catalog showing complete line.

NOTE.—We can make immediate shipment of these two-style hangers and track.

SLATER & BARNARD, LIMITED

HAMILTON, CANADA

REPRESENTATIVES:

H. E. O. Bull, Montreal, Que. **N. J. Dinnen, Winnipeg, Man.** **A. T. Chambers, Vancouver, B.C.**

If interested tear out this page and place with with letters to be answered.

EASY TO HANDLE— ALWAYS DEPENDABLE

The Empire Aluminum level is the popular tool of the quality workman. It is unusually light in weight, its wide hand openings offer easy and convenient grips, the dustproof vial cases present a clear view of the level glasses under all conditions, and—of primary importance—its hair line accuracy can absolutely be depended upon. These are some of the many features that make the Empire Level the most talked of tool of its kind on the market to-day.

Empire Aluminum Levels are made in three different styles; the Adjustable Level with vial cases that can be adjusted to level and plumb off angles, the Stationary Level with vial cases fixed in one position, and the Millwright's Level with a grooved leveling surface for use on pipes and machine parts.

If your dealer hasn't got them write us.

EMPIRE LEVEL MANUFACTURING COMPANY

313 First Ave. **Milwaukee, Wis.**

Canadian Office:
140 McGill Street, Montreal, Que.

The Empire line of levels includes over 20 styles made in both wood and aluminum.

Jobbers:
If you are not jobbing Empire Levels your stock is incomplete. Write to-day for our prices.

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

If interested tear out this page and place with with letters to be answered.

THE NEW CENTURY

ELECTRIC WASHING AND WRINGING MACHINE

Has a swinging tub and a three position adjustable wringer. The washing (in the New Century way) and all the wringing are done by power. All gears and pulleys are protected making it absolutely safe to operate.

Extra large Cypress Tub—rigid steel stand—highest grade wringer rolls—1-6 H.P. splash-proof motor.

Its the good old NEW CENTURY with a swinging wringer operated by electricity. Descriptive folder on request.

DOWSWELL, LEES & CO., LTD., Hamilton, Can.

If interested tear out this page and place with with letters to be answered.

OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 WELLINGTON ST. W., TORONTO

No. 221
List Price, $33.60
Ask for discount.

Mechanics Call It The Best Made

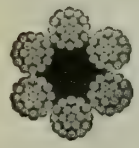
Dealers find it a Wonderful Seller

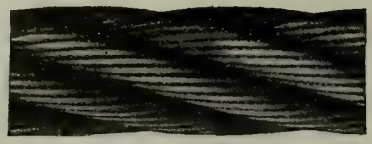
A Kerosene Fire Pot with many improvements. Mechanics call it a "pippin" for dandy construction and heat-giving properties. An automatic brass pump supplies air pressure.

Yes, and C. & L. are good to sell, too; ask about discount and list prices. They sell, satisfy, and multiply your sales. Jobbers supply at factory prices.

Clayton & Lambert Mfg. Co.
Detroit, Mich., U.S.A.

Wire Rope and Fittings





OF ALL CONSTRUCTIONS
Have you a copy of our Catalogue?
We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards
CANADA WIRE & IRON GOODS CO.
HAMILTON

Chair Seats---In Three Ply Veneer Staple Patterns

Every C.V.C. chair seat is made of best material, well glued nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sandpapered and finished with real church pew varnish.

Ask for samples, and compare with any other make.

Canadian Veneering Co., Inc.
Acton Vale, Quebec
Distributors: Richardson & Bureau, 55 St. Francois-Xavier St., Montreal.

Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO. LIMITED
TORONTO CANADA

PEERLESS
Lawn Fencing

is the finish, the last word to beautify, protect and to enhance the value of your property. It safeguards your children, keeps out marauding dogs, animals and destructive chickens, protects the lawn, shrubs and flowers, and prevents trespassing. It is built of open hearth steel wire, galvanized, and when not otherwise ordered, we paint all fencing with a coat of high grade white or green paint. It looks well and lasts long. **Send for Catalog** of many designs, also Farm and Poultry Fencing. A complete line for all purposes.

THE BANWELL-HOXIE WIRE FENCE CO.
Hamilton, Ont.
Winnipeg, Man.

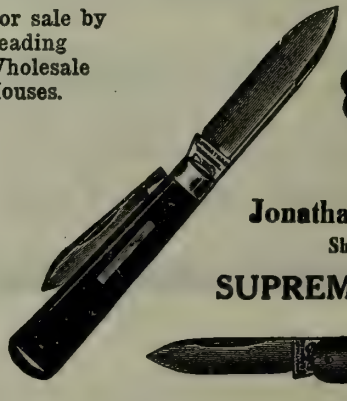
Metal Stampings, Metal Caps and Small Metal Containers

We manufacture Small Containers, Caps, and Metal Stampings of all descriptions of any Metal.

"It will pay you to consult us."

Containers Limited 350 Sorauren Avenue **Toronto, Ont.**

For sale by Leading Wholesale Houses.



Corporate Mark

Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY

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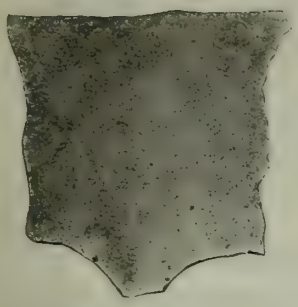
CHAMOIS SKINS



With a few exceptions we have in stock all sizes from 8x10 to 28x30. Write for prices.

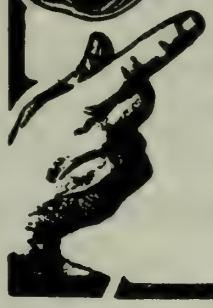
Evans & Co., Limited

Head Office and Warehouse:
247 St. Paul St. West,
Montreal.

Toronto Office:
8-10 Wellington St. East,
Toronto, Ont.

We represent two of the largest factories in the world

GERMANTOWN LAMPBLACK



THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. ***Immediate Shipments***

JAMES HUTTON & CO.
706 Shaughnessy Building - MONTREAL

Tackle the Big Ones

Don't turn down an order because it looks too big and then regret the loss of business. If you get stuck, don't hesitate to call on us. We shall be only too pleased to be of service to you. Estimates and advice on any of our lines will be promptly and cheerfully given. Telegraph, 'phone or write. Tackle the big ones.

Let us serve you.
WE COVER WESTERN ONTARIO
AND NIAGARA PENINSULA

KENT-GARVIN CO., LTD.
HAMILTON

Cow and Calf Weaner

Impresses Every Stock Owner

KANT-SUK

A humane and efficient device. The hinge construction permits grazing—cow and calf together—yet prevents sucking. Easily applied. Sells the year round.

Imperial Bit & Snap Company, Racine, Wis.

We have a large stock of

Carriage and Machine Bolts

Coach Screws

Rivets, Nuts and Washers

Orders Filled and Shipped Immediately

London Bolt & Hinge Works
London, Canada

NOTICE TO THE TRADE

FOR 6 MOS. MAY JUNE JULY AUG. SEPT. OCT.

You can make quick sales and big profits selling the

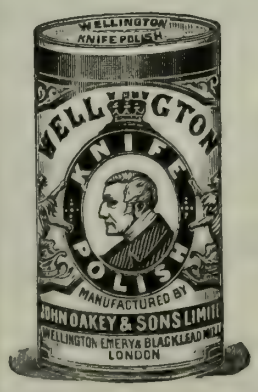
"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by
NATIONAL STAMPING & ELECTRIC WORKS
CHICAGO, U.S.A.



OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg

Sankey & Mason, 839 Beatty Street, Vancouver.

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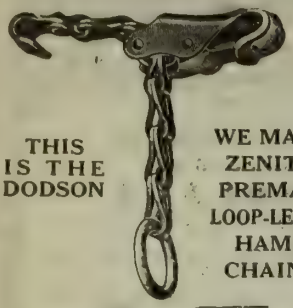


THIS IS THE DODSON

WE MAKE ZENITH PREMAX LOOP-LEVER HAME CHAINS

9F

EMBOSSED LETTERS AND FIGURES

THE USER WANTS THE BEST IN HARNESS GOODS TODAY

"Premax" and "Premax Special," Weldless, Flat-link Chains have satisfied critical, discriminating customers for 25 years—are doing so to-day. Dealers who KNOW stock them. Others should. They build permanent profits.

QUALITY, SERVICE, SATISFACTION, PROMPTNESS

Our Hame Chains are leaders. Halter, Jockey, Stallion, Bit, Trace and Breast Chains. Spreaders, Dog Leads, Traps, Key Rings, Key Chains, Number Plates, Name Plates, all sizes and finishes. Building Supplies, etc. Embossed Letters and Figures, Brass and Aluminum are Trade Builders. Let's get acquainted. Write to-day for Catalog No. 25 HM7.

NIAGARA FALLS METAL STAMPING WORKS

Makers of Hardware Specialties!

237-239 TENTH ST., NIAGARA FALLS, N.Y.

Western Canadian Sales Agent:
D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.

NIAGARA WRNUGHT STEEL HARNESS SNAP

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Rake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.

SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS

We will be pleased to give you our estimate on your next order.

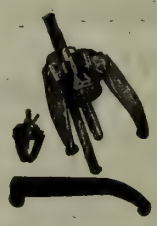
CARON BROTHERS
Caron Bldg., 233-239 Bleury St., Montreal

Varnish Brushes a Specialty

Ask for our prices and list of goods available for spring business

Our prices are right.

EXCELSIOR WIRE CO. LIMITED
22 VICTORIA SQUARE, MONTREAL



SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 218 State St., BOSTON

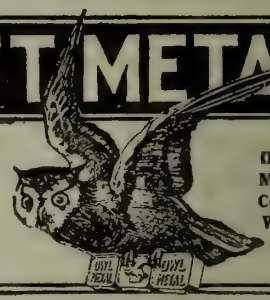
F. E. LINDSTROM
SWEDEN

PLYERS

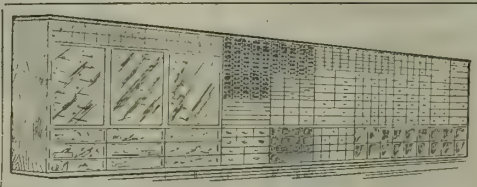
Agents: F. W. LAMPLOUGH & CO.
46 St. Alexander St., Montreal

OWL BABBITT METALS

Hardware dealers can get Owl Traction Babbitts for tractors, Owl Babbitt Metal for threshers, and Owl Vulcan Babbitts for light, general work from their jobbers. Also solders for tinsmiths and plumbers.



OWL METAL COMPANY WINNIPEG

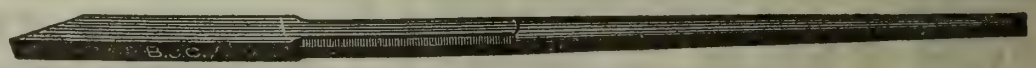


Store Equipment

Screw Cases, Wall Cases, Shelving, Display Counters, Nail Bin Counters
PRICES RIGHT

Cameron & Co.
74 Logan Ave. Toronto

CROWBARS



No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn., U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability.
Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and others. That's why you should sell them. Order through your jobber to-day

If interested tear out this page and place with with letters to be answered.

TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Decalcomania Transfer

NAME PLATES

Made in Canada by

Canada Decalcomania Co., Limited

364-370 Richmond St. W., Toronto, Can.

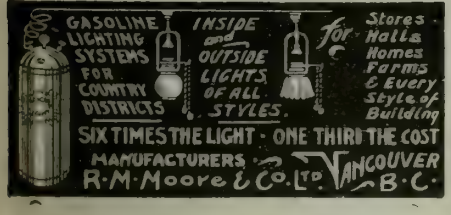
TRANSFERS

FOR ALL PURPOSES

— IN GOLD OR COLORS —

SUITABLE FOR ANY SMOOTH SURFACE

J.H. BUTCHER & Co BIRMINGHAM



"Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co., Ltd.

OWEN SOUND, ONT

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.

135 WILLIAM ST. NEW YORK

SMALL TURN BUCKLES

Send for Catalog No. 4

GEORGE H. WILKINS CO.

180 No. Market St. Chicago

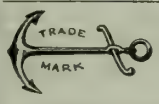
STOVE MICA

All sizes of Clear Mica in stock for immediate shipment

Price List on Application

Mica Company of Canada, Limited

P.O. Box156, Hull, Que.



Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited

GUELPH, ONTARIO

Look for the full name

RUSSELL JENNINGS

stamped on the round of our

AUGER BITS

The original double twist auger bit, patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.

Chester, Conn., U.S.A.

$1.00 Postpaid

MYERS WONDERFUL SPEEDY HAND STITCHER

Repair shop in itself, mends harness, shoes, auto tops, belts, etc.

Send for wholesale price and catalog.

C. A. MYERS COMPANY,

6374 Woodlawn Ave., Chicago, Ill., U.S.A.

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works

BUFFALO, N.Y.

London Address:
Finsbury Pavement House

Dingley Brothers Export Limited
Lindsay Bldg., Montreal

W. T. Evans, Can. Manager

Your Enquiries Promptly Answered

BATH ROOM FITTINGS

KINZINGER, BRUCE & CO., LIMITED

NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage. Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices

MILLS AT DOON, and KITCHENER, ONT.

DOMEKO GENUINE BABBITT

The Babbitt that always pleases

For High Speed, Electric Motors, Heavy Pressure Service, Main Engine Bearings, and Crank Pin Boxes, it is not excelled

Catalogue on request, and prices quoted delivered any part of Canada via rail.

The Dominion Metal Company, Limited
Sherbrooke, Que.

CLIMAX PAPER BALERS

ALL STEEL--- FIREPROOF

"Turns Waste into Profit"

12 SIZES

Climax Baler Co.

Hamilton, Ont.

Foster Pottery Co.

HAMILTON - CANADA

Manufacturers of Flower Pots, Saucers, Fern Pans and Hanging Baskets. Ask for Catalog and Price List

Northern Electric

Tape Splice

Insist on these Brands

Northern SPECIAL

Northern VICTOR NOR-EL-CO

Northern Electric Company

LIMITED

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED—AGGRESSIVE ROAD SALESMAN for large Paint Manufacturing Firm. Must be a live wire, and able to produce big results. Splendid opportunity for right party to represent us in New Brunswick and Lower Provinces. Apply giving experience, age and all particulars to Box 611, Hardware and Metal.

WANTED — FIRST-CLASS TINSMITH, CAPable of taking charge of a shop and figuring on work. Married man preferred. Apply to the Fulton Hardware Co., Ltd., Sault Ste. Marie, Ont.

WANTED—RETAIL HARDWARE SALESMEN, single men only. Give full particulars. Mills Hardware Co., Hamilton.

WANTED — GOOD ROAD SALESMAN FOR Wholesale Hardware; must be a live wire, have good personality and be of steady habits. This is an excellent proposition for the right man. Territory covered in Western Canada. Apply in own handwriting, stating experience, age, height, etc., to Box 370, Hardware and Metal.

WANTED

REQUIRE AT ONCE TEN-FOOT CORNICE brake in good condition. Reply stating price to A. L. Charlebois, Saskatoon, Sask.

WANTED—SET OF USED TINSHOP TOOLS and machines. State kind, number, condition and price. Box 450, Hardware and Metal.

OPPORTUNITIES ARE BEING OFFERED EVERY WEEK ON THIS PAGE. ARE YOU MAKING USE OF THEM?

SITUATIONS WANTED

LINE WANTED — TRAVELLER 17 YEARS' experience asks for a good line for Quebec and Maritime Provinces. Write A. S., 164 Desfranciscains St., Quebec.

FOR SALE

FRUIT FARM OF 32 ACRES ON LAKE ONtario, very conveniently situated, being only ten miles from Hamilton, ten minutes walk to electric car and G.T.R. station. Modern house and good buildings; nice bathing beach. This is a revenue proposition and have good experienced help. Would consider exchanging for a first-class hardware business. Box 549, Hardware and Metal.

HARDWARE STOCK AND PROPERTY FOR sale. Town of 800, on Provincial highway, good farming district; $10,000 stock. Retiring from business. Write Box 304, Hardware and Metal.

FOR SALE OR LEASE

BRICK SITE. EXCELLENT CLAY, LARGE DEposit, easily worked, Milton Hersey report. Clay suited for brick, tiles or pottery. Unlimited supply cord wood on property. One mile from Main C.N.R. line, near Moncton. Apply S. B. Anderson, Moncton, N.B.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, Laprairie (Montreal), Que.

WHEN WRITING ADVERTISERS. KINDLY MENTION THIS PAPER

FOR SALE
SHEET METAL MACHINERY

Practically as Good as New—Used Only a Short Time

CAN BE SHIPPED AT ONCE.

1—Dreis & Krump 8 ft. Steel Brake.
1—B.B. No. 6 Power Combined Ring and Circular Shear, 36" circle.
1—B.B. Power Crimper.
1—B.B. No. 000 Power Rolls, 4" rolls, 48" long (52" sheets).
1—B.B. No. 12 Power Groover with countershaft, 3-16", ¼", ⅜" and ½" grooves.
1—No. 9 Slip Roll Former, 31" x 2" rolls, with iron stand and foot treadle.
1—B.B. No. 1 Cleat, Brace and Corner Iron Beader.
1—B.B. Extra Large Turner with Stand.
1—B.B. No. 2 Beader, 10", with stand.
1—B.B. No. 40 Setting Down Machine with Stand.
1—B.B. Small Burr Machine (encased) with stand
1—B.B. Eclipse Elbow Edging Machine with Stand.
1—Niagara Small Turning Machine (encased).
1—Large Turner Machine.
1—Small Burr Machine.
1—Wiring Machine.
1—No. 4 Groover, 17" Standard.
1—Double Seaming Machine.
1—No. 1 C. Bench Shear, 9" cut.
2—Pair No. 8 Tinners' Snips, Straight.
1—Pair No. 7 Tinners' Snips, Straight.
1—Pair No. 8 Tinners' Snips, Curved.
1—Pair No. 7 Tinners' Snips, Curved.
10—Hand Groovers.
1—Raising Hammer.
1—No. 1 Beakhorn Stake.
1—Needle Case Stake.
1—Blow Horn Stake.
1—Half Round Stake, 2" face, 20" long.
1—Large Square Head Stake, 3½" x 5½".
1—Creasing Stake with horn.
1—11" Hatchet Stake.
1—16" Hatchet Stake.
1—Candle Mould Stake.
1—Round Head Stake, 2¼" dia.
1—Round Head Stake, 1¾" dia.
3—Hollow Mandrel Stake, 40" with bench fasteners.
1—Double Seaming Stake.

If you require any of the above machines or tools it will pay you to get in touch with us without delay. The machines are all in perfect order (barring the exterior finish) and can be purchased away below to-day's prices.

CANADIAN STOVES LIMITED
GRIMSBY, ONT.

Products That Tell of Your Store—Not on It!

The McArthur line of Building Papers, Tarred Felt, Sheathing and Tar Products and Wrapping Papers of all kinds is dependable, reliable and saleable.

TRADE MARK

They are tried and proved in service and give that satisfaction to consumers that increases confidence in your store and builds the future prosperity of your business.

Write for Literature and Keep Samples in Sight

Alex. McArthur & Co., Ltd., 82 McGill St., Montreal, Canada

If interested, tear out this page and keep with letters to be answered.

"EASY EMPTYING" GRASS CATCHERS

"Favorably Known the World Over."

Rigid — Light — Durable

Many exclusive patented features and strong selling points explained in catalog.

THE SPECIALTY MFG. CO.
St. Paul, Minn., U.S.A.

PICKS

No. 5

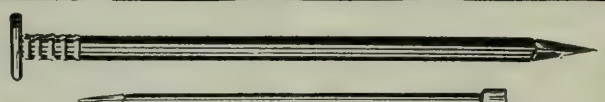
Made of best high-grade, open-hearth steel, hammer forged and correctly tempered. Finished in black with polished points.

THE WARREN TOOL & FORGE COMPANY
234 Criswold St. Warren, Ohio, U.S.A.

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

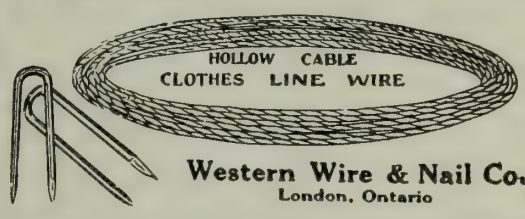
Write for Catalogue

J. J. Turner & Sons Limited
PETERBOROUGH, ONT.



Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire. Fencing Staples and Hooks, Galvanized Poultry Netting Staples.

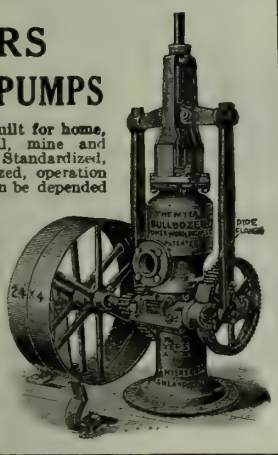


Western Wire & Nail Co.
London, Ontario

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



F.E. Myers & Bro.
ASHLAND OHIO

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Manitoba—Bissett & Webb, Limited, Winnipeg
British Columbia — McPherson & Teetzel, Vancouver

Reliable QUALITY

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

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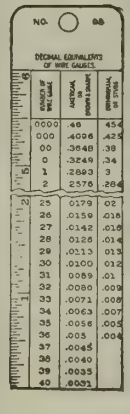
LUFKIN MECHANICS' SCALES

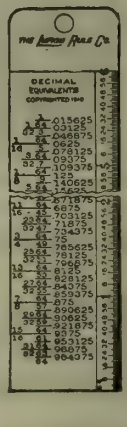
ACCURATE

FULL LINE

All standard patterns, also combination Steel Scales and Handy Reference Tables of Decimal Equivalents of Fraction and Wire Gauges, Tap and Drill Sizes, etc.

STOCK OUR LINE AND YOU CAN MEET ALL REQUIREMENTS





THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

If interested tear out this page and place with with letters to be answered.

O.P.W.

Trade Mark Registered

U

is for the ubiquitous O.P.W. Paints and Varnishes unfailingly uniform from ultra-red to ultra-violet. O.P.W. is ultimately and unanimously chosen for utility and universal use. Undoubted usefulness and up-to-dateness underlie its uplifting effect upon sales.

"Save the surface and you save all" Paint & Varnish

"Paints and Varnishes for Every Purpose."

Housecleaning and O.P.W. Paints and Varnishes

A natural combination that thousands of consumers have learned to think of through the influence of our advertising in Canada's leading magazines. Consumers right in your neighborhood are reading about O. P. W. in their magazines and on the billboard. Are you ready with a complete stock?

Sort Up!

Be ready! Can you hand the right O. P. W. product over your counter for—porch floors, iron fences, roofs, bridges, metals, automobiles, garden and farm implements, barns, fine furniture, lawn furniture, boats, canoes and all the rest?

Are you a Dealer-Agent Now?
If not, it will pay you to write.

Ottawa Paint Works Limited
OTTAWA

Canada
Branches: Montreal, Toronto, Vancouver

Proof of merit—

Over 4,500,000 cans have been sold in less than five years.

Make your motoring FREE from cooling system troubles

FROM the way some car-owners neglect the cooling system you'd think they really welcome trouble—instead of wanting to duck it. For instance, when they are miles from nowhere with the radiator leaking badly and the engine heating up rapidly they "curse the luck." But that has never yet helped.

Wouldn't you think they'd get wise to the simplest way of keeping the cooling system practically trouble-proof?

"X" Liquid kept constantly in the water means *no more leaks—no more Rust or Scale*—proper engine cooling and better engine performance.

The next best thing to keeping "X" always in the water is to keep a can of "X" in the tool kit. Then if a leak develops at any time—anywhere in the cooling system—"X" is simply poured into the water and the repair is made while the car is running.

Eliminates Rust and Scale!

The man who knows every inch of his car realizes the dangers of a rust-choked, scale-clogged cooling system. That's why he uses "X" in the *first* place to loosen all Rust and Scale. And then he uses "X" *constantly* to prevent *new* Rust and Scale from forming.

The verdict of American car-owners is that "X" Liquid *improves the cooling system of any water cooled car.* It keeps the system LEAKPROOF—RUSTPROOF and SCALEPROOF.

Not a Radiator Cement!

Don't class "X" Liquid with radiator cements, flaxseed meals, and such "dopes" in powder or semi-liquid form. "X" cannot clog the fine water passages. Be safe. Get the *original* "X" Liquid. See that the big "X" is on every can.

TO DEALERS

It is recognized as good business to *concentrate* your capital and your efforts. Sell the one product that you are satisfied is *best* for your customers.

Over 25,000 dealers sell "X" Liquid—many sell "X" exclusively. They find that it is not only the most satisfactory to sell but leaves them a *good profit.*

Order the Special Assortment with the Extra Free Profit from your jobber to-day.

"X" TRADE X MARK

"X" LABORATORIES 25 West 45th Street NEW YORK CITY

Pacific Coast Branch 451 Rialto Bldg., San Francisco, Cal.

Liquid makes all water cooling systems LEAKPROOF—RUSTPROOF—SCALEPROOF

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII. No. 24. THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE : TORONTO, CANADA JUNE, 12, 1920

FILE COPY FILE COPY

Pride and Pocketbook

These are the two big reasons for Razor sales.

PRIDE in a product that will bring to every customer shaving satisfaction.

PRIDE in a Safety Razor that guarantees a better shave or money back.

PRIDE in a Double-Bevel Blade correctly ground—that blade in the greatest holder ever held in your hand.

PRIDE in a Holder that can be readily adjusted for a smooth or a close shave.

PRIDE in a Safety Razor sufficiently advertised to secure the interest of thousands of discriminating men who are looking for shaving satisfaction.

And all this business is being cared for *through the dealer.*

POCKETBOOK—Say that very thing through the word PROFIT is the measure of a merchant's real efficiency.

The Penn Adjustable Razor with its perfect Double-Bevel Blades is sold to dealers on a business basis—a fair business basis on which you can make a real profit.

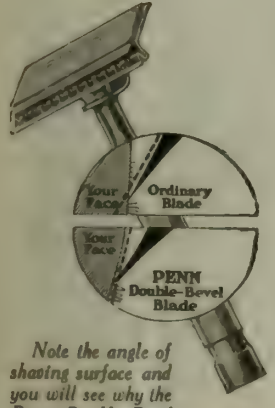
Ten per cent. of your razor customers should be beginners—new shavers.

Ninety per cent. of your sales are made to dissatisfied customers, men who are not satisfied with the way their faces have been treated in the morning shave period.

Adopt our slogan, "A Better Shave or Your Money Back."

It is time to tune up to the fastest growing razor business in the world.

For PRIDE and POCKETBOOK—PENN ADJUSTABLE RAZORS with PENN DOUBLE-BEVEL BLADE.



Note the angle of shaving surface and you will see why the Penn Double-Bevel Blade does not dig into the skin.

A. C. PENN, Inc.

135 Jackson Street Newark, N.J.

Penn Razor

The Safety Razor
with the Double-Bevel Blades

1 3/10 Per Cent

During a recent investigation into high prices, the newspapers severely criticized a large chain of restaurants for raising their prices and for profiteering.

The owners opened their books to the Food Administration in order to show that their profits were not exorbitant. They were making exactly one-and-three-tenths cents profit on each meal they served. Think of it!

The knowledge that a restaurant could exist on a profit of only one and three tenths cents per meal came as a surprise to many people. But—the answer is, that their turn over is probably more rapid than in any other business.

The thought we wish to bring out with the foregoing illustration is — that although O-Cedar polish pays much more than 1-3/10 per cent. profit, its greatest claim to a merchant's consideration lies in the feature of "turn over." O-Cedar's rapid and constant "turn over" may be justly attributed to the perfect satisfaction it renders every user. And to extensive advertising of O-Cedar merits in foremost newspapers and magazines.

Dealer signs, Hangers, and Window Displays are a few of the methods of co-operation we fully extend to dealers in O-Cedar products.

Is your stock of O-Cedar Polish and O-Cedar Polish Mops complete?

CHANNELL CHEMICAL Company, Limited, Toronto

CLEANS AS IT POLISHES

O-Cedar Polish

HARDWARE AND METAL, June 12, 1920. Volume XXXII., No. 24. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

Electrify the Home

Shortage of coal, shortage of manufactured and natural gas, high price and growing scarcity of other fuels bids fair to cause an unprecedented demand for Electrical household goods.

We carry a stock of the three leading Canadian brands—the Hotpoint, National and Canadian Beauty and can supply you on short notice.

Now is the time to place your Fall orders for the "National Heatray" and "Majestic" Heater.

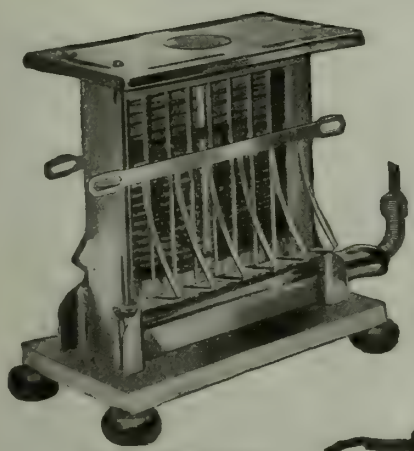
Ask the Rice Lewis Man for prices on Electric lines.

Rice Lewis & Son, Limited

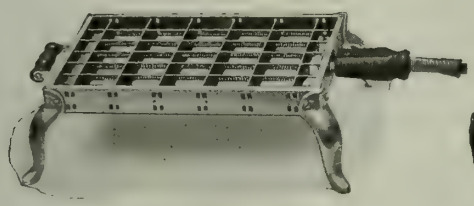
VICTORIA ST., TORONTO

The "Hotpoint" Electric Iron.

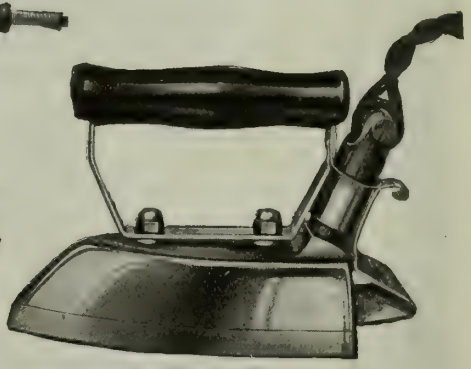
The "Canadian Beauty" Electric Iron.



The "Canadian Beauty" Toaster.



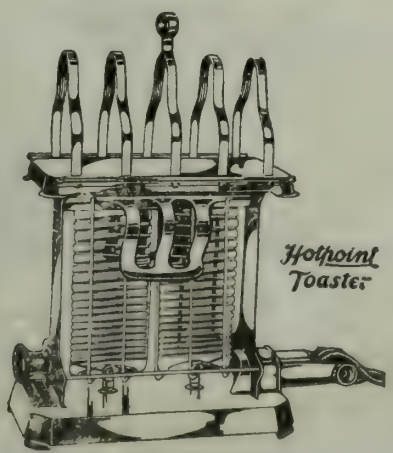
The "National" Toaster Stove.



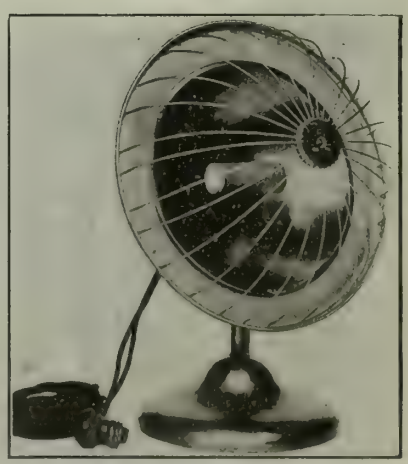
The "National" Model "B" 6-lb. iron.

The "Canadian Beauty" Grill.

The National "Heatray."



The "Hotpoint" Toaster.



The "Majestic" Heater.

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UNIVERSAL

ELECTRIC
VACUUM CLEANER

Makes No Dust
While Removing All Dirt

The "Universal" is the successful result of many efforts to produce an ideal Vacuum Cleaner. It does the cleanest cleaning in the cleanest manner. It takes the "speck" out of speculation and every speck of dirt out of the home.

UNIVERSAL FEATURES

Sturdily Built.
Light in Weight.
Pistol Grip Handle.
Handy Toggle Switch.
Gear Driven Brush.
Bronze Bearings
Protecting Furniture Bumper.
Extra Wide Nozzle.
Solid Aluminum Low Hung Frame.
Beautiful Verds Antique Finish.

"Universal" cleaners are nationally advertised and women will buy them without waiting to be sold.

Order through your Jobber

Canadian Representative:

Montreal A. MACFARLANE & CO., LTD. Quebec

Landers, Frary & Clark, New Britain, Connecticut

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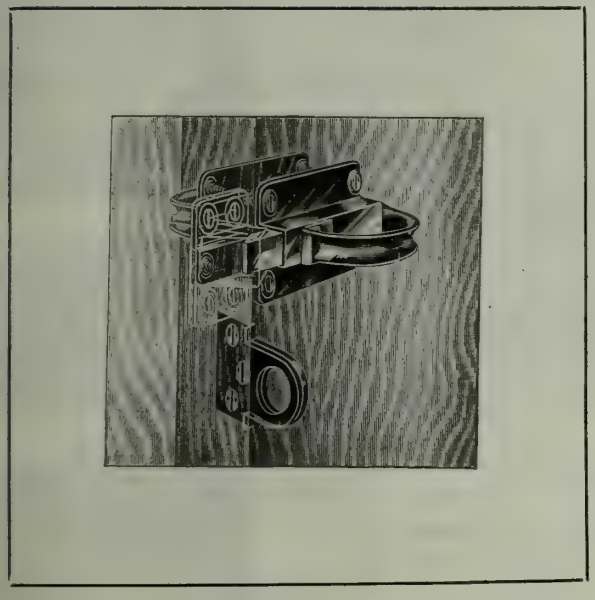
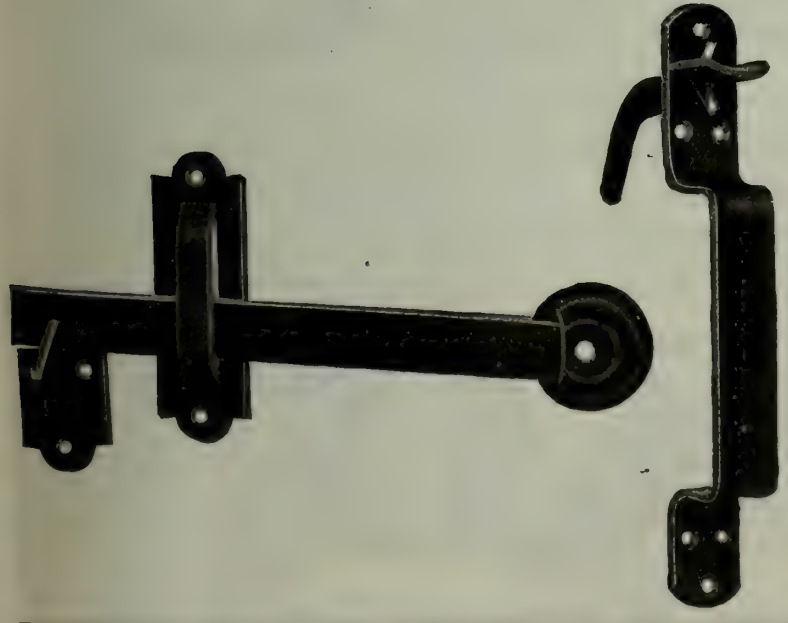
The Door to Prosperity Opens With C.S.G. Co.'s Latches





No. 1240 Barn Door Latch

opens all doors quickly and easily, just as it performs all the other duties of a latch, even the duty of selling readily and with a profit for the merchant. A durable, common-sense latch with Japanned frame and handles, tinned bolt and a Sherardized spring of piano wire that cannot rust. Packed one-quarter dozen in a carton, including padlock eyes. Weight, 175 lbs. per case.

The "Challenge" Latch

has opened a new door to profit for many a shrewd dealer, for it possesses more points of quality and value—selling points—than any other thumb latch on the market; for instance, it is made entirely of wrought steel and it is absolutely impossible for the thumb piece to work loose or get out of place. Packed one-half dozen in a box. 12 dozen in a case. Weight, 180 lbs. per case.

Canada Steel Goods Company
Limited

Hamilton **Canada**

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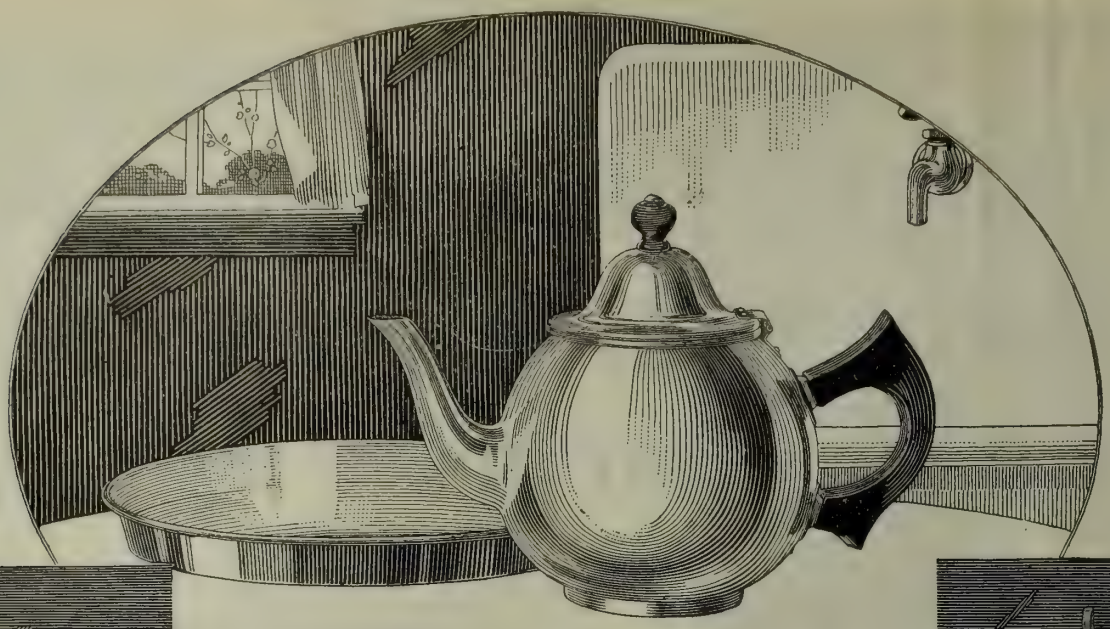

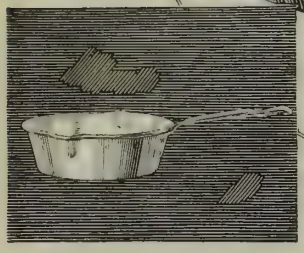

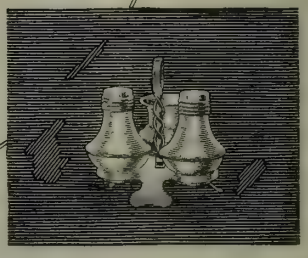

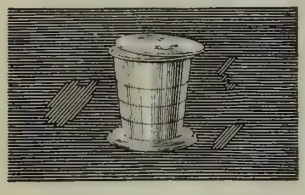

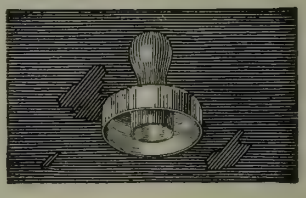

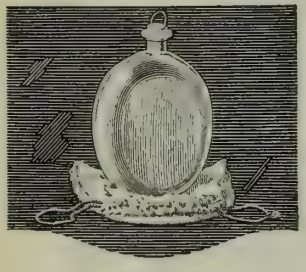

A·G·M·CO
VIKO
ALUMINUM

Viko, a Saleable Line

Aluminum cooking utensils have long since passed out of the realm of "new fangled things" and have become a staple, standard product which every merchant who deals in household goods carries as a matter of course.

But just as there are degrees of saleability in other standard products, so are there degrees of saleability in aluminum ware.

VIKO, The Popular Aluminum, is an uncommonly fast seller: first, because it is attractive, durable, and improved in design; second, because it is popular in price.

And the line is extensive. Everything you need for completeness of stock, can be found in Viko. For full information about Viko—

Ask Your Jobber

Aluminum Goods Manufacturing Co.
General Offices: Manitowoc, Wisconsin, U. S. A.
Makers of Everything in Aluminum

VIKO

The Popular Aluminum

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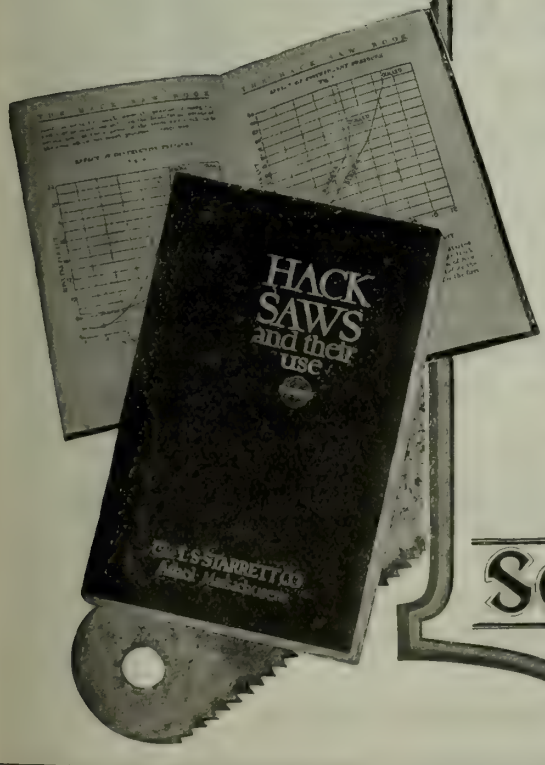
SELL HACK SAW SATISFACTION

Selling hack saw *satisfaction*, not merely hack saw blades, is the Starrett policy. We want every package of Starrett blades that goes across your counter to be the means of gaining you a satisfied customer.

To show hack saw users how to get the full value out of the blades they buy is the idea back of "Hack Saws and Their Use," the newest Starrett Book.

Based on a long series of experiments at the Starrett plant, checked with the tests made by other manufacturers, it is the first practical book on that much misunderstood tool. It has 64 pages, and many charts and diagrams.

"Hack Saws and Their Use" is furnished to dealers for free distribution. Give it to the men who buy blades from you. It will bring you big returns in satisfied customers.



THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled

ATHOL, MASS.

42 62

Sell Starrett Hack Saws

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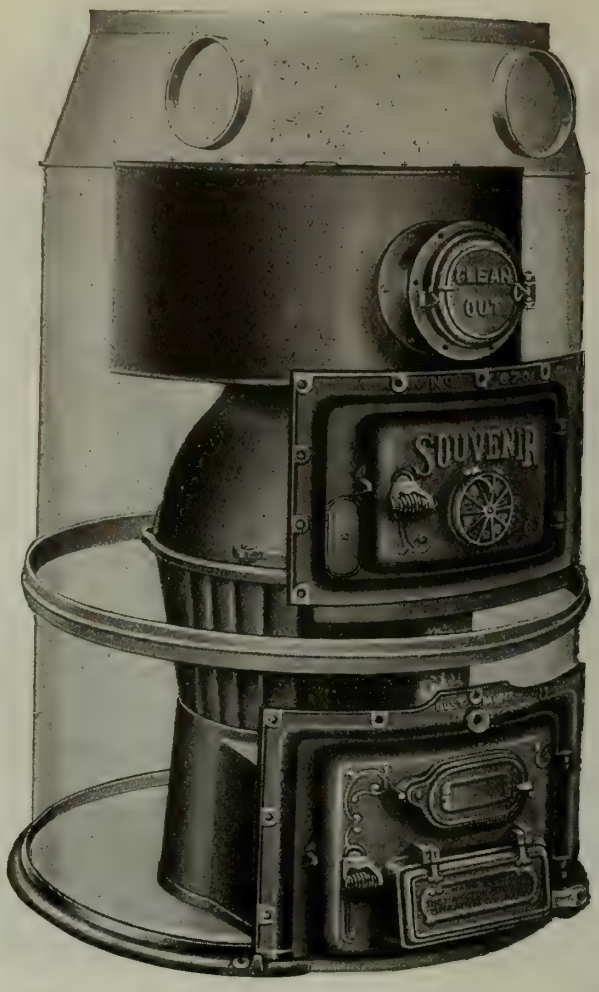
Quick Seller
Big Profit
Absolute Satisfaction



Particularly Suitable
for
Builders, Contractors
and
Housing Commissions

SOUVENIR
WARM AIR FURNACE
Burns Coal or Wood

Now that the weather is favorable there is a large number of houses being built all over Canada to meet the crying demand for homes. It will pay you to get in touch with the Builders and Contractors in **your** town and show them this furnace. It is just what they are looking for owing to its small sizes and moderate price. If you require any further information, write us at once—

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

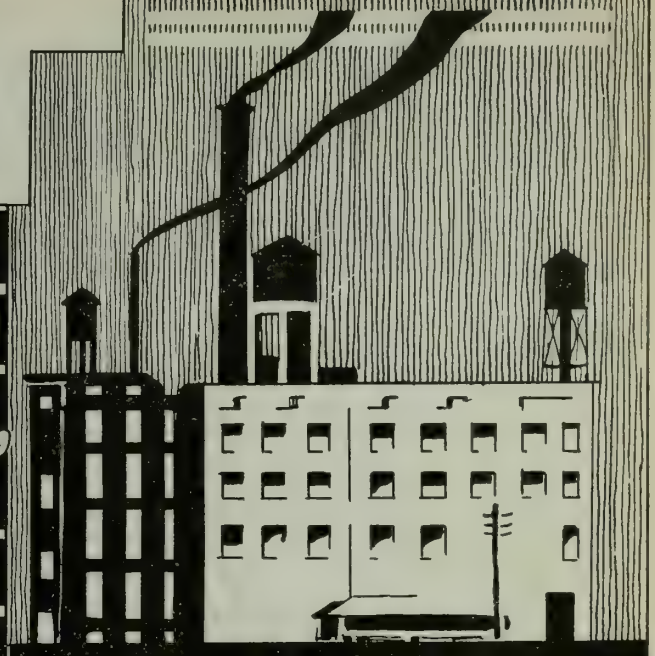
Western Representatives :
Mr. F. C. MOORE, 143 Higgins Ave., Winnipeg. Mr. W. G. CHESTER, Hamilton St., Vancouver.

Eastern Representatives :
Messrs. C. NICHOL and F. G. FRASER, 3552 Notre Dame St. E., Montreal

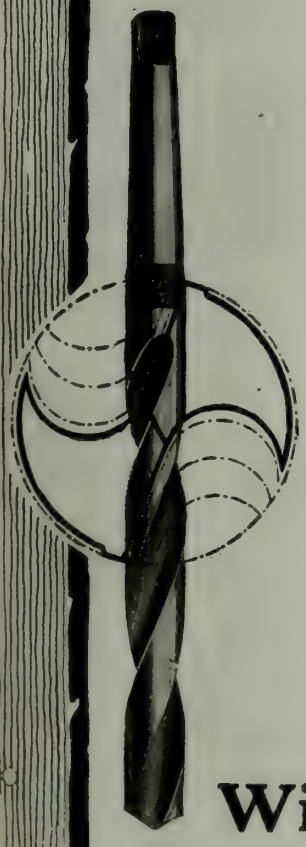
If interested tear out this page and place with letters to be answered.

WILT

HIGH SPEED AND CARBON TWIST DRILLS, REAMERS AND MILLING CUTTERS



"Where there's a WILT— there's the Way."



Customer Satisfaction

Brings Continuous Sales

Nothing builds customer-satisfaction like handling "Quality" goods. It not only means added good-will and prestige, but the satisfied customer returns again and again. He sends his friends—and they send theirs.

When you handle WILT products you handle the acme of quality. Quality insured at each step by the selection of perfect materials; by inspection that includes chemical analysis and research; and by constant, painstaking effort to discover possible improvement.

With such quality as this you build business that assures its own growth and success.

Trade WILT Mark

Wilt Twist Drill Company of Canada, Limited

WALKERVILLE - - - ONTARIO

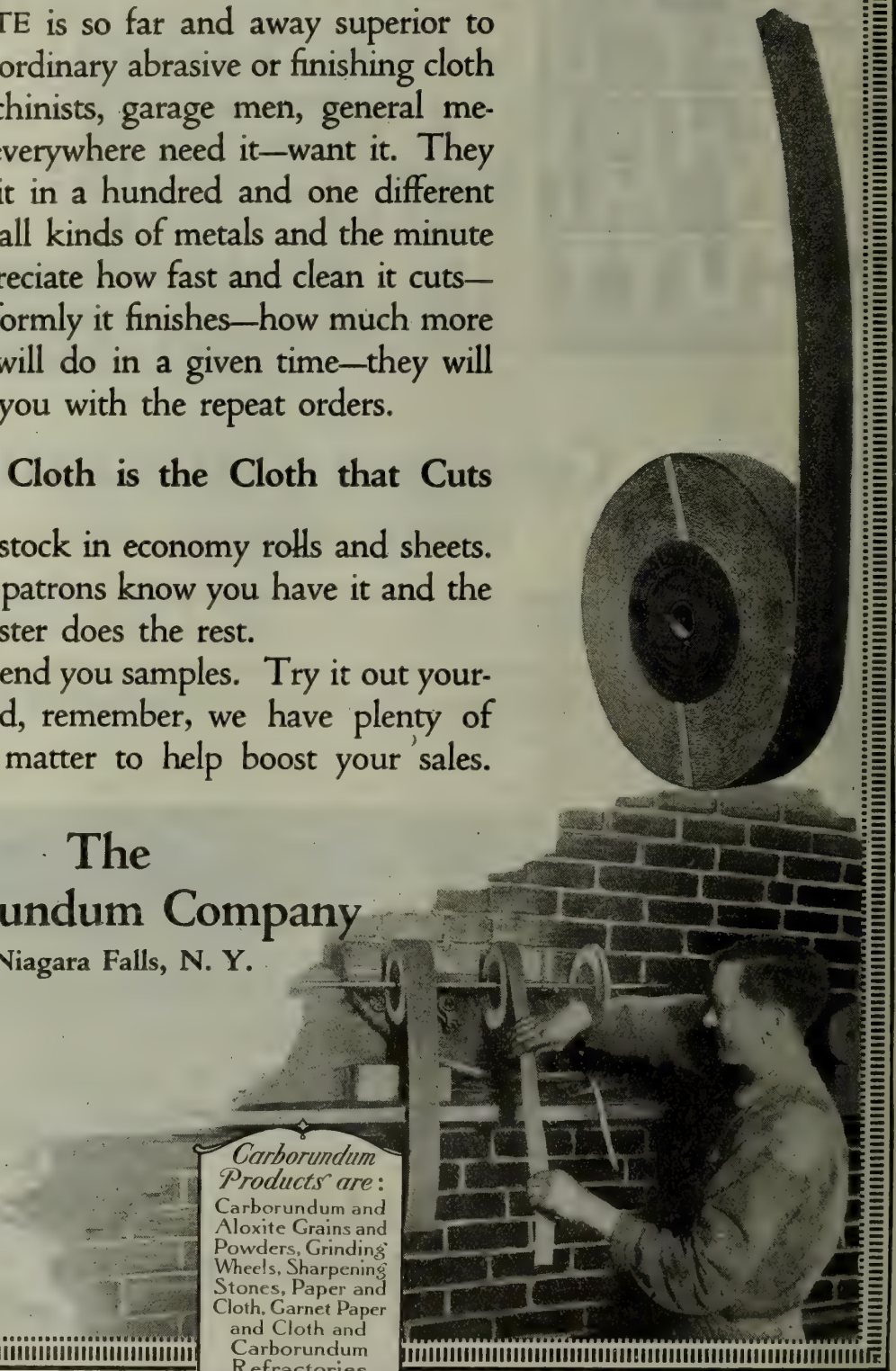
If interested, tear out this page and keep with letters to be answered.

Put in a Stock of Aloxite Cloth— Then Oil Up the Cash Register

ALOXITE is so far and away superior to the ordinary abrasive or finishing cloth that machinists, garage men, general mechanics everywhere need it—want it. They can use it in a hundred and one different ways on all kinds of metals and the minute they appreciate how fast and clean it cuts—how uniformly it finishes—how much more work it will do in a given time—they will come at you with the repeat orders.

Aloxite Cloth is the Cloth that Cuts

Put in a stock in economy rolls and sheets. Let your patrons know you have it and the cash register does the rest.
Glad to send you samples. Try it out yourself. And, remember, we have plenty of mailable matter to help boost your sales.



The Carborundum Company

Niagara Falls, N. Y.

Carborundum Products are:
Carborundum and Aloxite Grains and Powders, Grinding Wheels, Sharpening Stones, Paper and Cloth, Garnet Paper and Cloth and Carborundum Refractories

If interested, tear out this page and keep with letters to be answered.

Quality

CONFIDENCE

THE GREATNESS OF BRITAIN IS FOUNDED ON HER INTEGRITY.

HER STRENGTH SHE DERIVES FROM WORLD COMMERCE—HER ENDURANCE FROM CONFIDENCE.

THE WAR TEMPORARILY RETARDED HER CONSTRUCTIVE EFFORTS, BUT THE POWER OF THE CONFIDENCE OF THE PEOPLES OF THE WORLD WILL RESTORE TO HER IN MORE BRILLIANT FORM THE LEADERSHIP SHE HAS JUSTLY EARNED AND PROUDLY HELD.

CONFIDENCE IS THE FOUNDATION OF OUR POSITION IN THE WORLD OF IRON AND STEEL—OUR PROGRESS DEPENDS ON IT.

WE HAVE BEEN SUCCESSFUL IN THE PAST—THE FUTURE IS BEFORE US. TO ADVANCE, WE MUST CONTINUE TO MERIT THE CONFIDENCE OF THE BUYERS OF STEEL AND IRON PRODUCTS OF EVERY DESCRIPTION IN CANADA, AND WE ARE DETERMINED TO ADVANCE.

THE
STEEL COMPANY
OF
CANADA
LIMITED
HAMILTON MONTREAL

Service

If interested, tear out this page and keep with letters to be answered.

Columbia's Ads Sell Dry Batteries to Vacation Folks

IMAGINE the sales to vacation folks that are bound to result from these ads! The ads will appear in mediums that reach millions of people.

Attractive posters will help further to pile up new Columbia Dry Battery sales records.

Electric lighting for campers will be played up.

Motor boat owners will read these ads. They will see posters in their towns. All the ads and posters tell why Columbia Waterproof Multiple Dry Batteries give the one best current for motor boat ignition and lighting.

Ads and posters will tell Ford owners why the hot, fat spark from Columbia Hot Shot Batteries makes starting easier.

This advertising works for you. It will increase your sales. You can get your share of these profits easily. The "Columbia Team Work Plan" will tie your store tight to the big advertising and selling plan.

How? Write your Jobber today

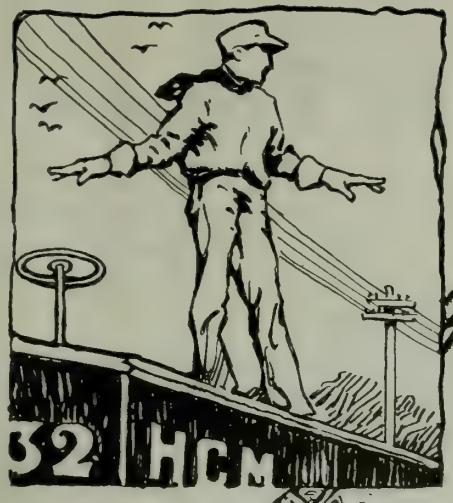
Canadian Made for Canadian Trade

CANADIAN NATIONAL CARBON CO., *Limited*

Toronto

Fahnestock Spring Clip Binding Posts on Columbia Dry Cell No. 6 Without Extra Charge 12772U

If interested, tear out this page and keep with letters to be answered.



170.—One-piece gun pattern, full horsehide, reinforced palm and cuff, six-inch leather-lined sheepskin cuff.

175—Gun pattern, horsehide, reinforced piece on palm, back and six-inch cuff of split, reinforced cuff.

IS your store located in a railroad town? Do you realize there's a chance here to do a thriving business in Carhartt Gloves by selling them to the trainmen? Nearly all the men on the road wear Carhartt Overalls and Carhartt Gloves and if the article bears the well-known heart-shaped brand—that's all they want to know.

But Carhartt Gloves are by no means confined to railroaders; we have them for drivers, motorists, gardeners, engineers, firemen—for every kind of job where gloves are used. Get a sample assortment; display them in the store and in the windows along with tools, lanterns, etc., and then watch your sales grow?

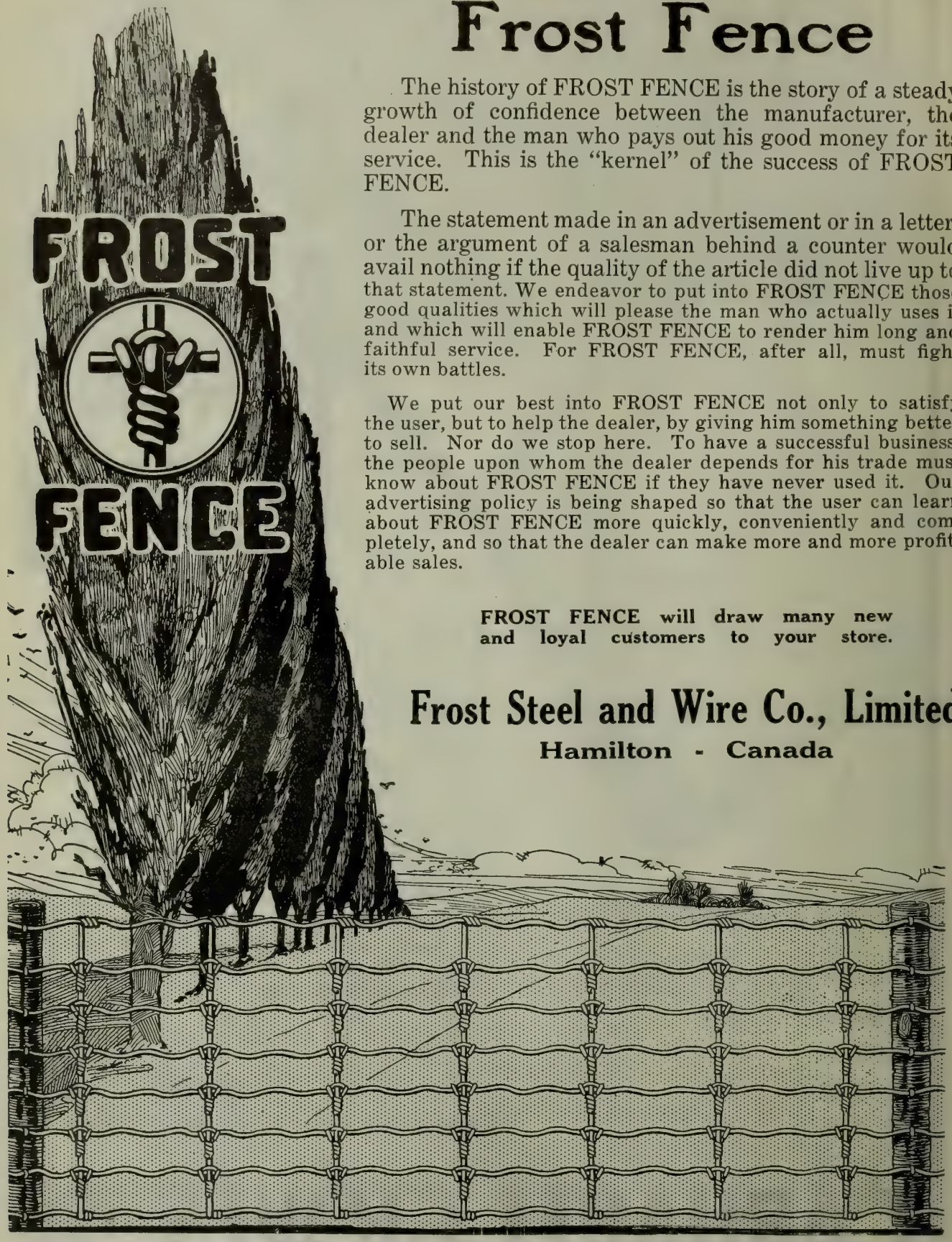
HAMILTON CARHARTT COTTON MILLS
LIMITED

Toronto Montreal Winnipeg

Manufacturers of Carhartt Overalls, Allovers and Work Gloves

CARHARTT GLOVES

If interested, tear out this page and with letters to be answered.



Frost Fence

The history of FROST FENCE is the story of a steady growth of confidence between the manufacturer, the dealer and the man who pays out his good money for its service. This is the "kernel" of the success of FROST FENCE.

The statement made in an advertisement or in a letter, or the argument of a salesman behind a counter would avail nothing if the quality of the article did not live up to that statement. We endeavor to put into FROST FENCE those good qualities which will please the man who actually uses it and which will enable FROST FENCE to render him long and faithful service. For FROST FENCE, after all, must fight its own battles.

We put our best into FROST FENCE not only to satisfy the user, but to help the dealer, by giving him something better to sell. Nor do we stop here. To have a successful business, the people upon whom the dealer depends for his trade must know about FROST FENCE if they have never used it. Our advertising policy is being shaped so that the user can learn about FROST FENCE more quickly, conveniently and completely, and so that the dealer can make more and more profitable sales.

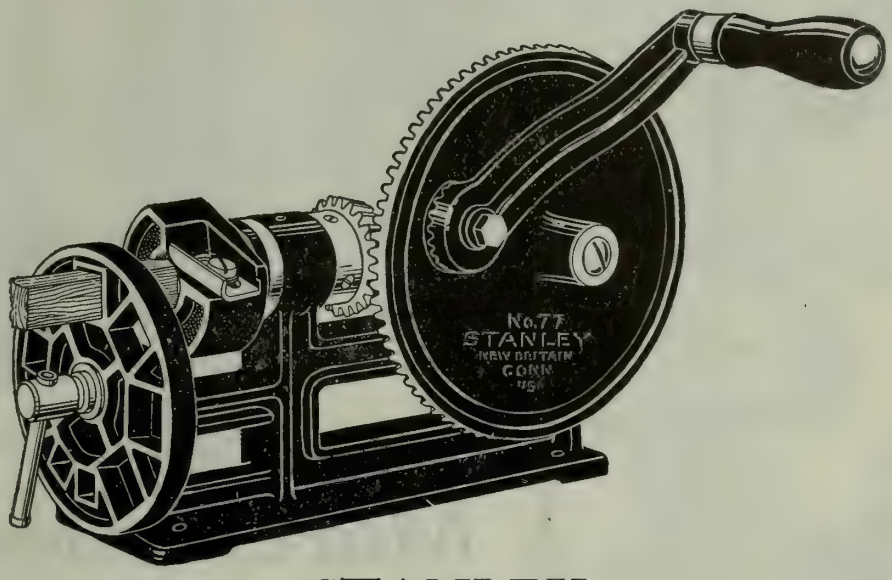
FROST FENCE will draw many new and loyal customers to your store.

Frost Steel and Wire Co., Limited

Hamilton - Canada

If interested, tear out this page and keep with letters to be answered.

Stanley Tools



STANLEY
DOWEL AND ROD TURNING MACHINE
No. 77

A tool that will appeal to Carpenters, Cabinet Makers, Pattern Makers, Furniture Manufacturers and especially to Supervisors and Instructors of Industrial Education, in fact to anyone interested in woodworking.

It will not only cut dowels of varying sizes and lengths to perfect dimensions, but with it one can also form rods of practically any length.

Ready made or stock dowels have a tendency to warp and shrink, making them very unsatisfactory to use where a close fit is desired.

With this machine the workman can cut his dowels when he is ready to use them, and, furthermore, of the same material as the wood being worked.

One cutter head complete for making dowels or rods 3/8 inch in diameter is furnished with each machine.

Additional cutter heads with cutters 1-4, 5-16, 7-16, 1-2, 9-16, 5-8, 11-16 and 3-4 inches can be furnished at slight extra cost.

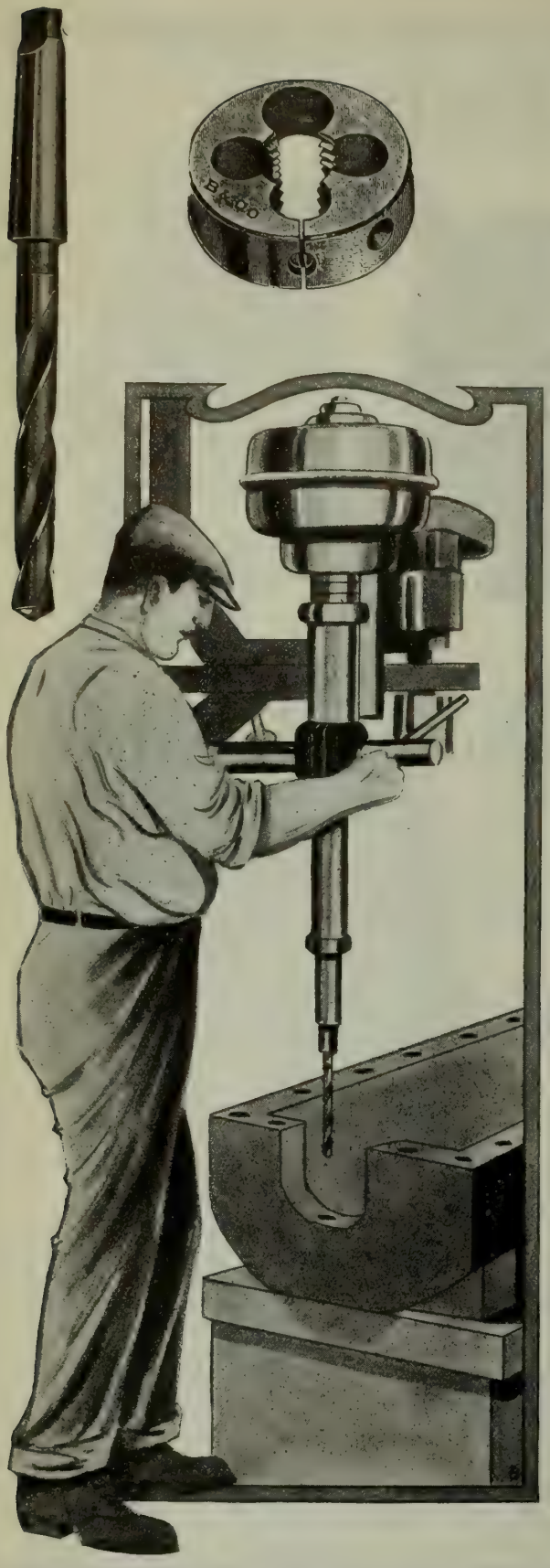
A workman whose tool equipment includes one of these machines and a Stanley Doweling Jig can make doweled joints with surprising quickness and accuracy.

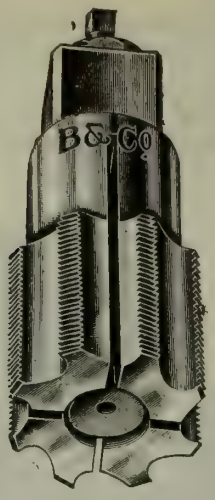
A Profitable Tool for you to Carry.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

Canadian Representative: A. MacFarlane & Co., Ltd., Montreal, P.Q.

If interested, tear out this page and keep with letters to be answered.





More Sales With Butterfield Tools

They Satisfy

Sales of a well-known, strongly established product like Butterfield Tools mean much more than the single sale accomplished. Butterfield Tools are marked and a connection is formed between the well satisfied consumer and the store where he bought the satisfaction. He comes back. He buys Butterfield again and again, and his confidence in the store leads to the purchase of other lines.

Butterfield superiority has a multiplying effect on the merchants business.

Butterfield & Co., Division

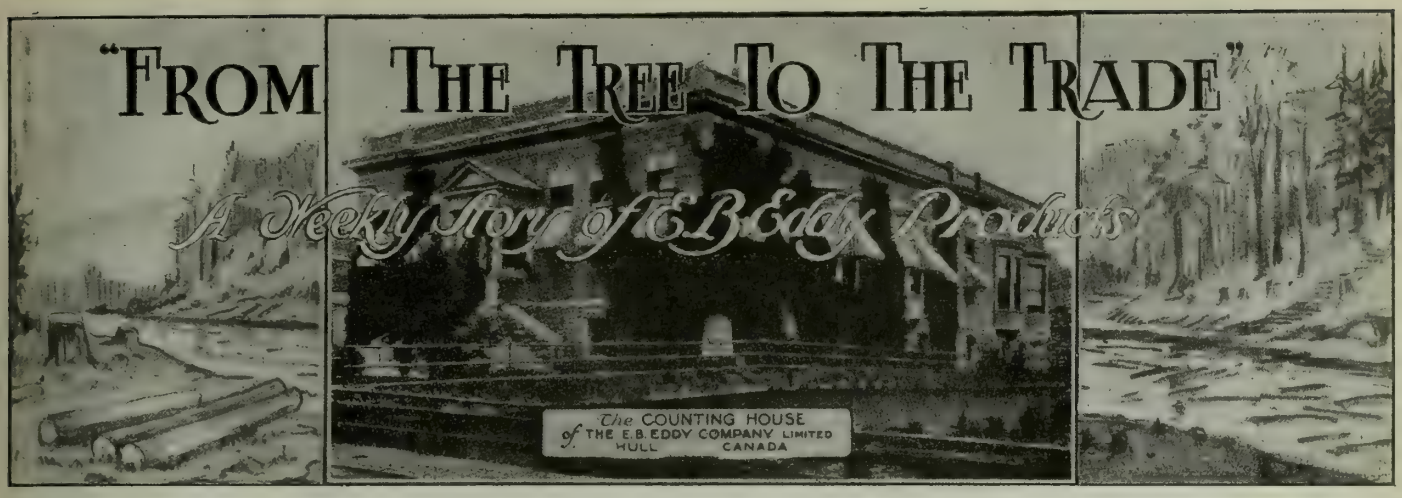
Union Twist Drill Company

Rock Island, Quebec

Foreign Representatives: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris: Sweden, Norway and Denmark, Ab. Sigfr., Anderson & Co., Malmo; Spain, Casmitjana, Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.

BUTTERFIELD

If interested, tear out this page and keep with letters to be answered.



Story for Week Dated June 12, 1920. **Being No. 9 in the Series**

The Nimble-Fingered Girls Who Fill the Boxes With Eddy's Matches

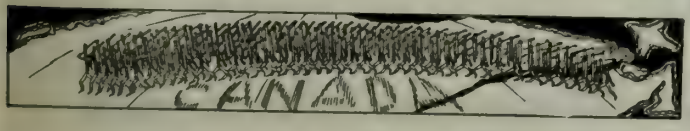
MACHINES can do marvels, but even more marvellous is the speed with which human hands can keep pace with the steady stream of millions of matches through those wonderful match-making machines.

Feminine fingers are very quick and sure, and constant practise makes their nimbleness almost unbelievable. The girls who handle the matches in the Eddy plant begin with slow-moving machines taking care of steadily flowing match supplies that offer small risk of fumbling. In a few weeks they are expert and able to take their places in the busy array of girls who keep pace with the fastest match-making machinery in the British Empire.

The matches dipped, and tipped, and dried—as nearly perfect as matches can be—come pouring down long, narrow chutes, on each side of which sit the girls. The Eddy Company takes especial care of the comfort, right height and right position of the girls' seats, for such details make a difference in the way the girls feel at the end of a busy day. They are happy girls, working swift and bright in an ideal atmosphere.

Supplies of the Eddy Match Boxes, with which every retailer is familiar, are kept abundantly within the girls' reach, and as the matches come streaming along the channels each girl grasps and boxes them by handfuls, patting down the full boxes, and placing the protective strip of card that keeps them from falling out. The covers are slipped on, and the well-filled boxes pass on to be packed in cases.

From 8 or 10 to 14 or 15 girls can take care of the output of each one of the twelve great machines that turn out the Eddy Company's seventy million matches per day. Boys take care of their supplies of match-boxes, the making of which is another of the Eddy marvels of manufacture.



70 Million a Day

Over 30 Brands

The hardware dealer has over 30 brands to choose his stock from. There are matches to suit every requirement, long matches, short matches, smoker's matches, household matches, etc. The name Eddy on the box is your assurance of customer satisfaction. Ask about the Eddy "Silent 5s"—the perfect match. No flying heads or afterglow. Will not ignite if stepped on. The match the customers buy.

70 Million a Day

If interested tear out this page and place with letters to be answered.

What Asbestos Roofing does for you

THROUGH Asbestos Roofing, you can take your roofing business out of the competitive class. Because you can interest an entirely new kind of prospect — those to whom first cost is less important than durability and fire-safety.

Asbestos Roofing is a distinctive product. Its quality is unequalled. It does not dry out, rot or disintegrate. It is immune to heat or cold, rain, sleet or snow, because it is all mineral. It is fire-safe.

Johns-Manville Asbestos Roofing will give your customers wonderful service.

Where competition is fierce and price cutting is making a hole in the profits, why not carry a roofing that you can strongly recommend—at a price that you know *won't* be cut?

Johns-Manville Roofings are sold under a policy that protects your profits. For over a quarter of a century, Johns-Manville have led in the development of Asbestos products. As experts in roofing manufacture, making even the cheaper types, Johns-Manville can help in the decision not only as to what to apply, but how to apply it.

Every Johns-Manville Asbestos Roof, registered with us, has behind it the Company's obligation to see that it gives the service promised. This backs up the above statements to your customers.

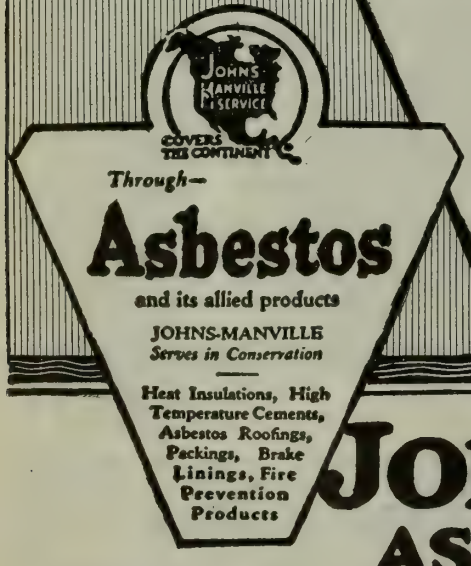
Johns-Manville Asbestos Roofings are made in many types of ready roll-roofing, in shingles, in "built-up" form for flat roofs, or corrugated for skeleton frame buildings.

Canadian Johns-Manville Co.,
Limited

Montreal Toronto Vancouver Winnipeg
Hamilton London Ottawa

Johns-Manville Asbestos Roofings are sold through distributors all over the country.

Johns-Manville Asbestos Roofings are approved by the Underwriters' Laboratories, Inc.



JOHNS-MANVILLE ASBESTOS ROOFING

If interested, tear out this page and keep with letters to be answered.

Are there too many lines to know about?

HUNDREDS of people go into auction rooms every day and come away with things they never intended to buy.

As a hardware dealer you necessarily have to carry a great many lines of goods and your natural thought is that you carry too many to pick out the special advantages of any particular one.

The auctioneer has also "many lines" but he manages to seize on the chief selling point or advantage of each, and so concentrates the attention of his buyers on the advantages of the particular item he is selling at the time, that he "creates a demand" in their minds, with his enthusiasm.

You will find that if you take one of the GTD line of tools such as the *"Gun" Tap* with its obvious advantages and instil its superior qualities in the minds of your salesmen and make them "enthusiasts," your store will soon be showing gross sales and "turnover" extraordinary for a supply house and be known to local manufacturers as "The House of Specialty Tools."

Little Giant

WELLS BROS.

Company of Ltd. Galt, Ontario

CANADA

Canadian Plant of the Greenfield Tap & Die Corp

World's Largest Manufacturers of Screw Cutting Tools.

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

WELLS BROS. of Canada
Galt, Ontario

Send latest No. 40 catalog and put our firm on your mailing list to receive information about your threading tools whenever issued.

*Name of person*_____

*Firm*_____

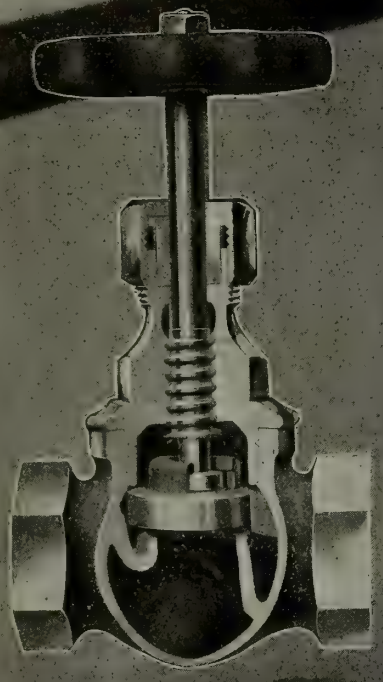
*Address*_____

H & M 206

SEND—*for our No. 40 catalog (pocket size) and other information. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.*

If interested, tear out this page and keep with letters to be answered.

FAIRBANKS-MORSE



An Achievement in Mechanics

EACH individual department of The Canadian Fairbanks-Morse Company, Limited has given industrial Canada a new conception of achievement in mechanics. Each department has established a 100% quality and service standard. This is what enables Fairbanks valves to stand pre-eminent wherever valves are used.

When an engineer specifies Fairbanks valves, he knows that he has selected not only quality of material but workmanship that guarantees perfect operation.

He is satisfied with the reputation and service of the institution that stands behind them. He acknowledges an achievement in mechanics.

Wherever pipe lines are laid—in Canada's great industrial plants—in her immense water systems—in mines and mills—Fairbanks valves are giving a service that is marked by the 100% seal of quality, the standard of The Canadian Fairbanks-Morse Co. Limited.

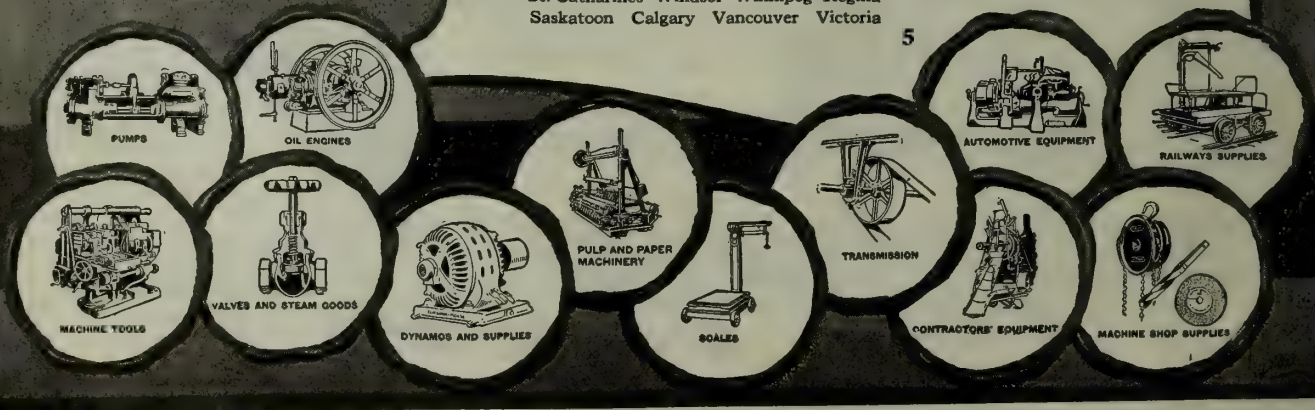
Our nearest branch will give you the benefit of this service, Our experts will help you in selecting valves and everything mechanical that you require. Make our catalogue your buying guide.

The Canadian Fairbanks-Morse Co.
Limited

Canada's Departmental House for Mechanical Goods

Halifax St. John Quebec Montreal Ottawa Toronto Hamilton
St. Catharines Windsor Winnipeg Regina
Saskatoon Calgary Vancouver Victoria

5



If interested, tear out this page and keep with letters to be answered.

The Mark He Looks For

B·S
TRADE MARK

**It's his guarantee—
Your protection**

It is also a mark to which you may point with the greatest assurance.

Steady, consistent advertising year after year has indelibly impressed the B. & S. trademark on the mechanic's mind. He knows a tool so marked is an accurate, dependable tool good for years of hundred-per-cent service. Experience has taught him that.

Sales are easy and profitable if you carry

BROWN & SHARPE
MACHINISTS' TOOLS

Catalog No. 27 lists the entire line

BROWN & SHARPE MFG. CO.
Providence, R.I., U.S.A.

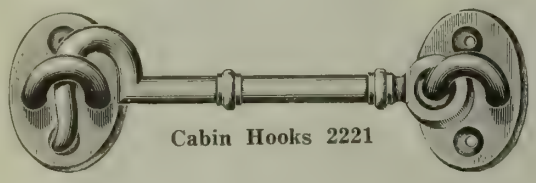
WE PROTECT THE DEALER

If interested, tear out this page and keep with letters to be answered.

JAMES CARTLAND & SONS LTD.

BIRMINGHAM, (ENGLAND)

BUILDERS & GENERAL BRASSFOUNDRIES



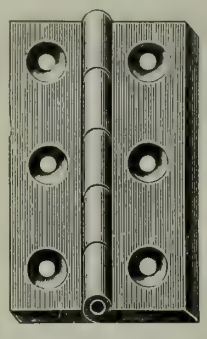
Cabin Hooks 2221

2, 2½, 3

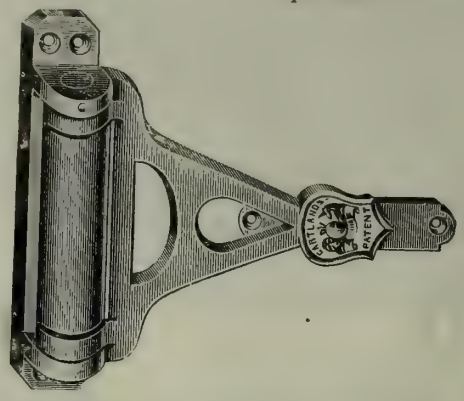
Canadian Representatives

G. Smith, 18 Stair Buildings, Toronto.

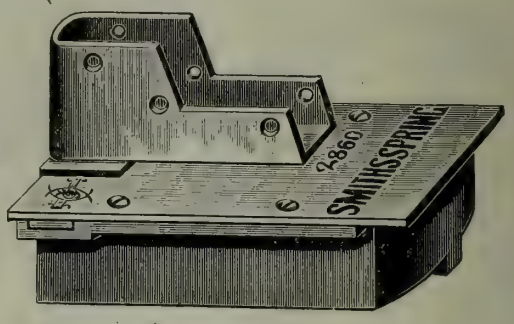
R. R. Sutherland, 402 Confederation Life Buildings, Winnipeg.



5150. Machine Made Hinges
Made in all Standard Sizes



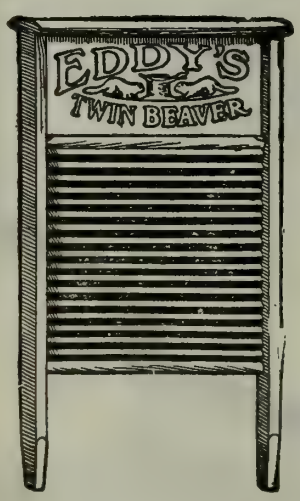
5355. Helical Door Springs
Made Adjusting and also Non-adjusting.



2860. Smith's Floor Spring
Made Light, Medium and Strong.

EDDY

ESTABLISHED A.D. 1851.



Eddy Products Are Easily Sold

Because behind every Eddy display there is a nation wide confidence in the name "Eddy," a realization on the part of the consumer that the name in itself is an all-sufficient quality guarantee.

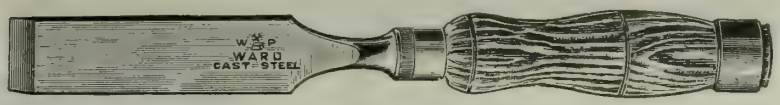
Based upon Merit this consumer goodwill is being maintained and strengthened by a rigid adherence to the highest standards of manufacturing excellence. Publicity too—intelligent educational advertising—is helping to still further popularize Eddy products in every community.

See that your stocks of Eddy's Matches and Indurated Fibreware are sufficient to meet the local demand.

The E. B. Eddy Co., Limited

HULL CANADA

If interested, tear out this page and keep with letters to be answered.

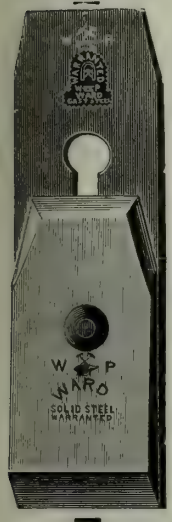


WARD & PAYNE'S

ANVIL BRAND

W P

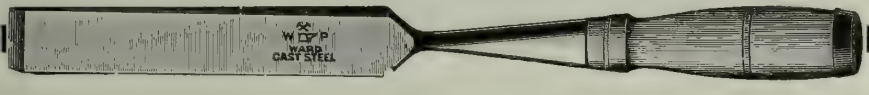
SHEFFIELD



The **Anvil Brand** of celebrated Tools have been manufactured in England for the last 100 years. In that time the **Ward & Payne** Trade-mark has become a mark of distinction that stands for the **highest quality** in light-edge tools. Build your sales on this excellent reputation. The tradesman takes pride in the possession of a **Ward & Payne** and the dealer makes a splendid profit in selling him.

We are in a better position than ever to supply the Canadian market. Order from your jobber or write our nearest agent.

ALEXANDER GIBB, 3 St. Nicholas St., Montreal.
SHERMAN F. AINSLEE, 62 Temperance Street, Toronto.
BISSETT & WEBB, LIMITED, Winnipeg, Man.



BRANTFORD
ASPHALT SLATES

Artistic Roofing for Substantial Homes and the Better Class of Buildings

The coming roof for churches, homes and the better class of buildings is the beautiful, modern Brantford Asphalt Slate.

People look twice at a home covered with these softly-colored slates of reddish brown and dark green, which harmonizes with the surroundings and are so suggestive of permanency.

Brantford Asphalt Slates are as lasting as they look. When laid they form a thick, strong layer of crushed slate and asphalt that defies rain, snow, frost and the burning sun, even fire itself. They lie closely and firmly to the roof, and their crushed slate surfaces retain their natural color year after year.

Let us furnish you with samples, prices and further information about this highly efficient and attractive all-Canadian Roofing. Let us show you pictures of beautiful Canadian homes roofed with Brantford Asphalt Slates.

BRANTFORD ROOFING CO., LIMITED

Head Office and Factory : Brantford, Canada

Branches at Toronto, Montreal, Halifax, Winnipeg

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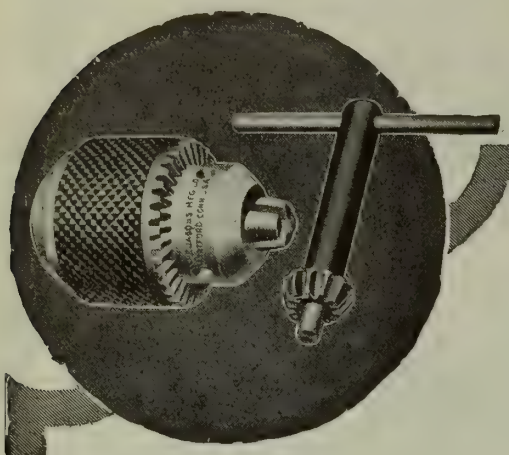
JACOBS CHUCKS



---making good with your trade

Jacobs Chucks will do it *for* you. Their performance has been checked up and O.K.'d by the man who uses them, and by the man who pays for them.

That's why leading drill makers choose Jacobs Chucks in preference to all others as standard equipment for their drills.

Canadian hardware dealers handling mill supplies have found Jacobs Chucks a most profitable line.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

Collar Pad Prestige

A merchant adds to his reputation for selling reliable goods when he features

"TAPATCO COLLAR PADS"

When a man buys a Tapatco Brand Collar he expects exceptional wear and A.1 quality throughout. After using the Pad, he finds it exceeds his expectations. Result—a satisfied customer, who will prove himself a valuable asset, a booster for Tapatco Collar Pads and a "word-of-mouth" advertiser of the high quality of that Dealer's merchandise generally.

Order from your Jobber. Start now to cash in on the Prestige and Profit of

TAPATCO
REGISTERED BRAND TRADE MARK
COLLAR PADS

TAPATCO GLOVES AND MITTS

Another product that has earned a reputation for exceptional quality. Made only of best grade cantons and leathers, and made to **wear.**

STYLES

Gauntlet, Knit Wrist and Band Top. In Heavy, Medium and Light Weights. Also Leather Tip and Leather-Faced Gloves, Jersey Gloves and Mitts in Tan, Slate or Oxfords.

American Pad & Textile Company

CHATHAM, ONTARIO

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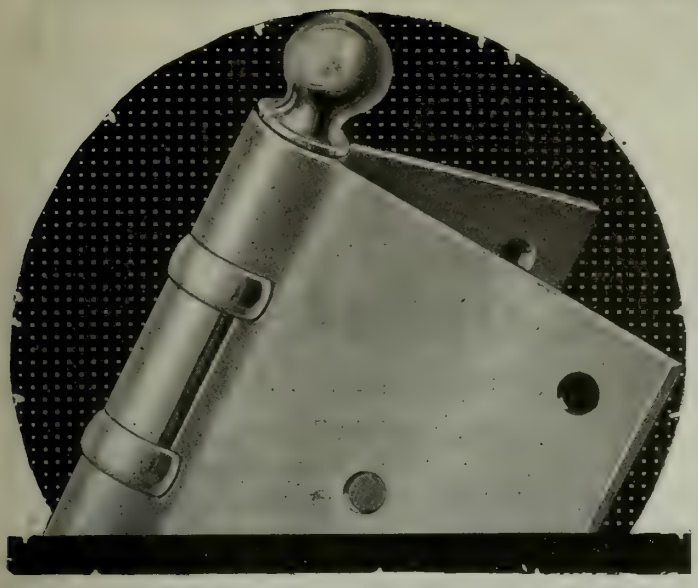


THE STANLEY WORKS

BALL BEARING BUTTS

POSITIVE SERVICE

is obtained when this type of The Stanley Works Butt is used.

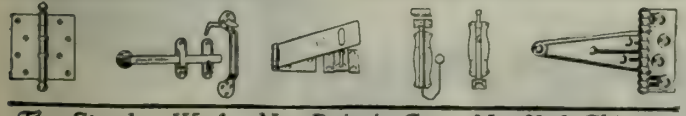
The Ball Bearing Washers do the work. They carry the load of the door and successfully, too, every day where they are employed.

Talk The Stanley Works Ball Bearing Butts to your Contractor and Builder Customer.

Our book featuring all the different types of these butts will aid you in selling them. Write for it, ask for R62.

Canadian Representatives
A. Macfarlane & Co., Coristine Bldg., Montreal

STANLEY PRODUCTS



The Stanley Works-New Britain, Conn., New York, Chicago.

A Name That Means "Best" to Customers

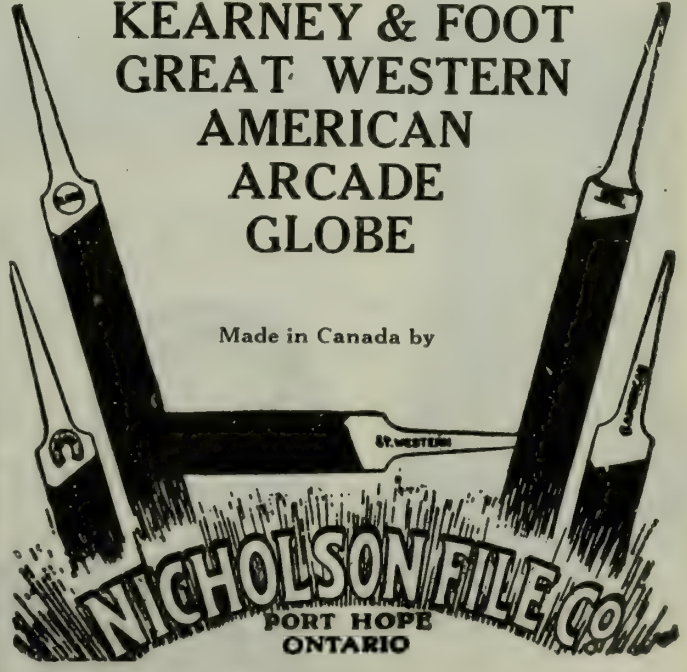
A Famous Five Brand is the biggest selling argument you can present to a file customer.

Famous Five Files for over fifty years have been the standard.

File users know this. All you have to do to make a sale is to show the buyer a Famous Five brand.

We help you to keep your stock complete by maintaining big reserves, that orders may be filled promptly by your jobber.

The Famous Five are:



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Experience Counts

Our present improved Models of "1900" WASHERS

are the outcome of 20 years' experience in designing and building Washing Machines exclusively.

The experience of our present dealers proves that easy and profitable sales and satisfied patrons go with the stocking of

"1900" WASHERS

Tell us your experience in selling Washing Machines and we will consider your application for a local agency. We want the "good dealer" in every town.

The experience of our thousands of customers throughout the country has made a reputation for

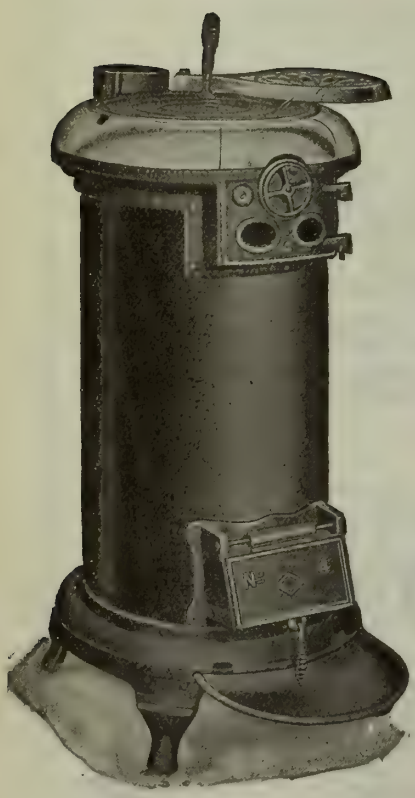
"1900" WASHERS

that is second to none.

NINETEEN HUNDRED WASHER COMPANY
357 Yonge St., Toronto

"BEAVER" HEATERS

All the Davidson "quality marks" are in these stoves



These "Beavers" can be supplied with or without grates—they are lined with fire brick, the bodies being of extra heavy blued steel. Very pleasing in appearance and durable. Many satisfied customers have made these very popular lines.

Orders promptly filled in sizes 2, 3, 4, 5 and 6—either plain or nickel-plated.

The Thos. Davidson Mfg. Co. Limited

DAVIDSON'S PREMIER MADE IN CANADA THE SEAL OF DURABILITY

Head Office : Montreal

Branches:
Toronto and Winnipeg

Steel Foundry Division :
Lachine Canal, Turcot

DAVIDSON

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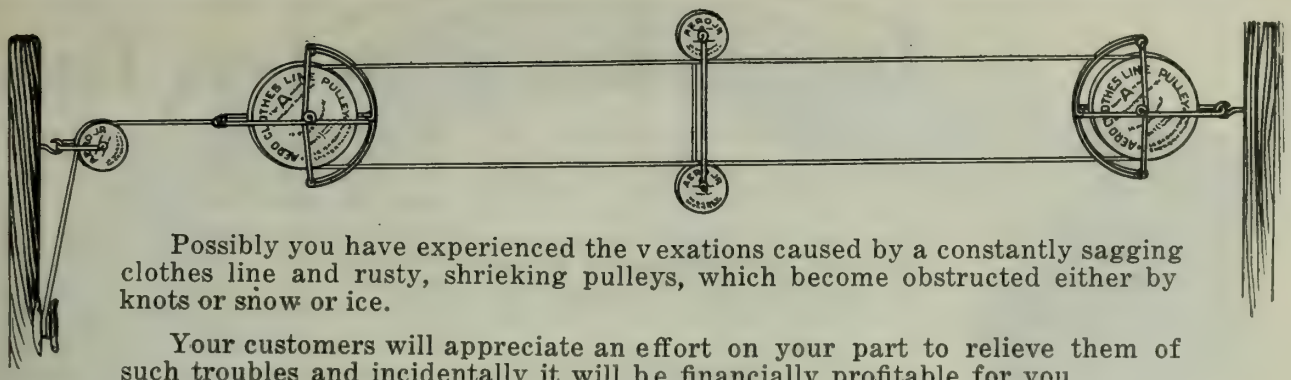

Possibly you have experienced the vexations caused by a constantly sagging clothes line and rusty, shrieking pulleys, which become obstructed either by knots or snow or ice.

Your customers will appreciate an effort on your part to relieve them of such troubles and incidentally it will be financially profitable for you.

AERO Clothes Line Pulleys manufactured of waterproofed hardwood are 6 inches diameter, with deep V-shaped groove, giving perfect friction to varying diameters of line, are self-lubricating, rustless, knot-passing and will run noiselessly under all weather conditions, and are guaranteed for ten years, if oiled annually.

The **Aero** method of installation as per above cut is a departure from common practice, but a glance at it will convince you of its practicability in securing a taut clothes line at all times without splicing the line itself. If desired, the line and pulleys may be taken in after use.

The Aero Line Support prevents sagging in the center when carrying heavy loads.

Your jobber probably has these in stock. If not, communicate with us direct or with our Western Agents—H. L. Perry Co., Ltd., Winnipeg, Man.

The Aero Manufacturing Co., Limited

Sherbrooke, - - - Quebec.

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. *Ask for catalog "H.M."*

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**

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Teaching Boys to Buy Good Tools

MANUAL training courses in our schools are teaching boys and young men how to do good work with tools.

These boys, as a result, are coming to appreciate good tools more than ever. They make up a class of tool-buyers that it is distinctly worth while to cultivate.

We are telling these young amateur carpenters and wood-workers about the quality of Disston Saws and Tools.

To do this, we are using the magazines to which they look for information on mechanical subjects — "Popular Mechanics," "Popular Science Monthly," "Scientific American," and "Industrial Arts," etc.

We send the Disston message to more than three-quarters of a million readers of magazines of this kind. The exact number of subscribers is 781,067.

These boys constitute by no means a small market for sales of quality saws and tools.

Telling this market the story of Disston Saws and Tools is another instance of our thorough cultivation of all classes of buyers to increase public demand for high-grade saws and tools.

Next month we will tell you how we reach another class of tool-buyers—the "handy man around the house."

Disston Saws and Tools are constantly advertised in magazines and agricultural publications with a total circulation of 8,497,003 copies each issue.

HENRY DISSTON & SONS, LTD.
TORONTO, Canada - *Branch:* Vancouver, B.C.

DISSTON
SAWS AND TOOLS

ECONOMY

the watchword of the hour.

PH and IMPERIAL FILES

Save TIME, and Save MONEY, — *"They cut faster and wear longer"*

P H — IMPERIAL

Judged by all standards they are the most economical files to buy.

Be File-Wise

INGERSOLL FILE COMPANY, LIMITED

John Morrow Screw and Nut Company, Limited
Sole Distributors
INGERSOLL, ON TRIO

INGERSOLL

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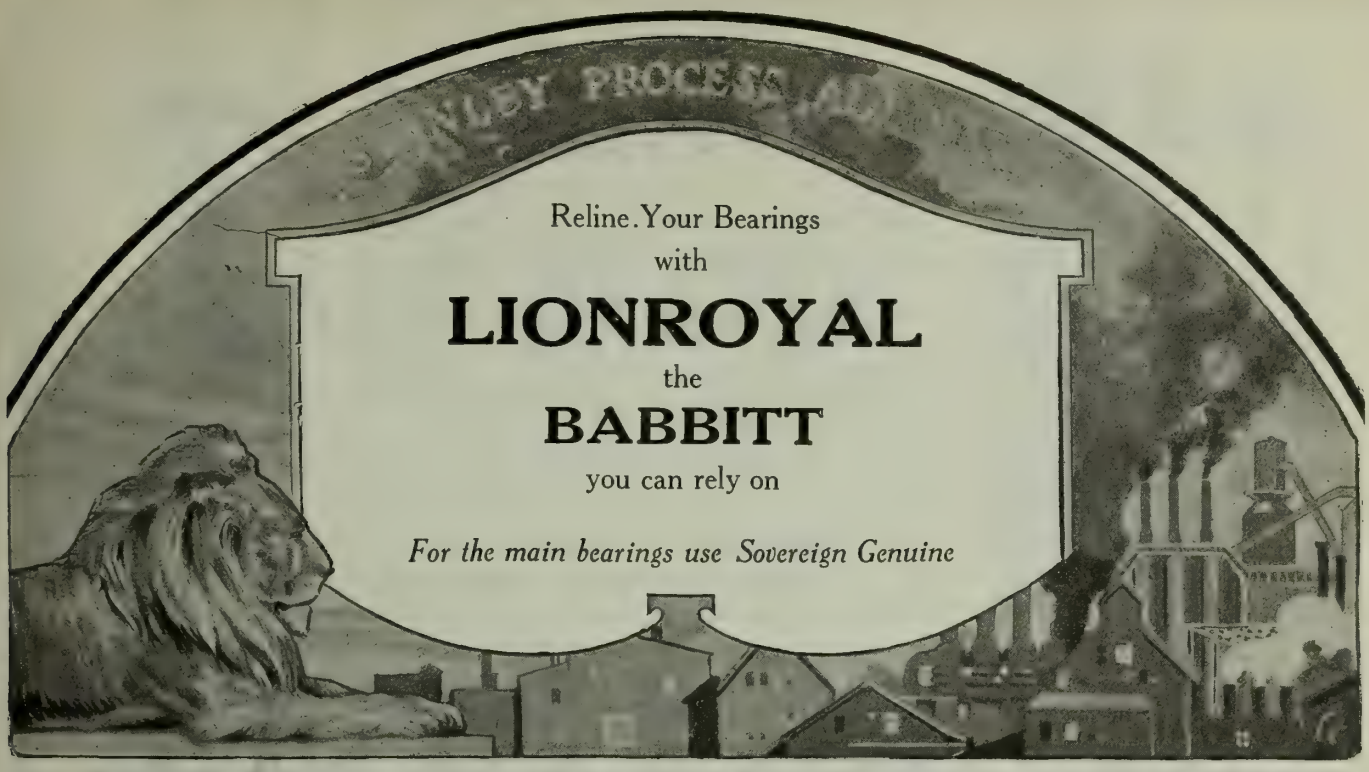

BRITISH SMELTING & REFINING Co. Limited.
Drummond Building Montreal.

We Also Make

Steel Shelving, Lockers, Cabinets, Bins, Stools, Chairs, etc. Ornamental Iron and Bronze, Commercial Wirework of all kinds. General Builders' Ironwork.

Write for folders.

Halifax
Montreal
Ottawa
Toronto
Hamilton
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Hygienic Equipment Safeguards Your Employees

DENNISTEEL
Made in Canada

Steel Lavatory Partitions

are the only safe equipment for factories, and industrial plants — non-absorbent, easy to keep clean, without cracks or crevices—nothing equals them from a hygienic standpoint. Also fireproof and non-markable.

THE DENNIS WIRE AND IRON WORKS CO. LIMITED
LONDON CANADA

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JENKINS VALVES

Fig. 106
JENKINS
Brass Globe Valve
Standard Pattern

Permanent and efficient service under the most severe conditions is the Jenkins Valve guarantee.

Proven superior by a 56 years record of success throughout the World. In the home, in office buildings, colleges, schools and factories, Jenkins Valves are the most efficient of all.

Jenkins Valves are known to your customers. The Diamond Trade Mark is everywhere regarded as the stamp of a high-grade and guaranteed valve value that assures permanent satisfaction.

There's prestige and profit for you in the Jenkins line. Be sure your stock is complete.

Jenkins Bros.
LIMITED

TRADE JENKINS MARK

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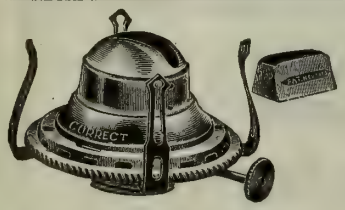
Jenkins Bros EUROPEAN BRANCH: 6 GREAT QUEEN ST. KINGSWAY. LONDON W.C.2. ENG. Jenkins Bros

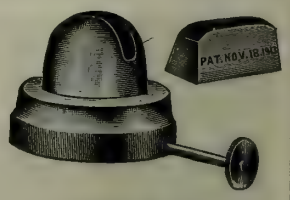
Agencies in all the Principal Countries of the World



A and B Size Correct Lamp Burner

Correct Lamp and Lantern Burners

(Flame Spreader Type)



No. 2 Cold Blast Correct Lamp Burner

25% to 50% More Light Than Any Other Burner

Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

Give your Wholesaler a sample order. You will like them.

We also make the **"Queen Mary"** and **"Dominion"** Burners.

The Schultz Manufacturing Company
LIMITED
HAMILTON, CANADA

Give us your Wholesaler's name and we we will send you a sample

Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

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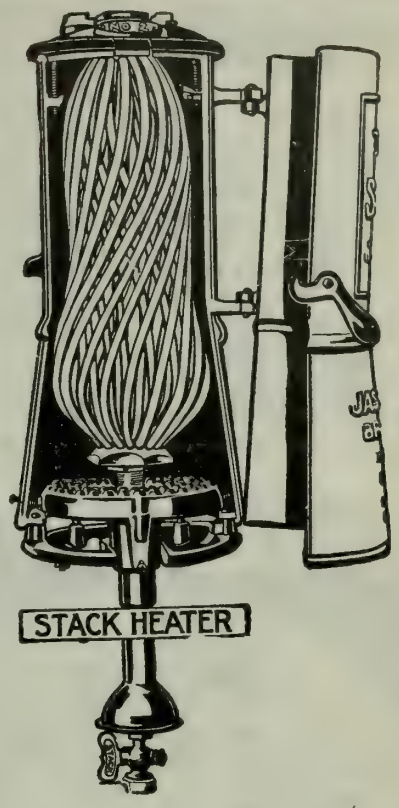
Will Heat Water Faster With Less Gas

STACK HEATER



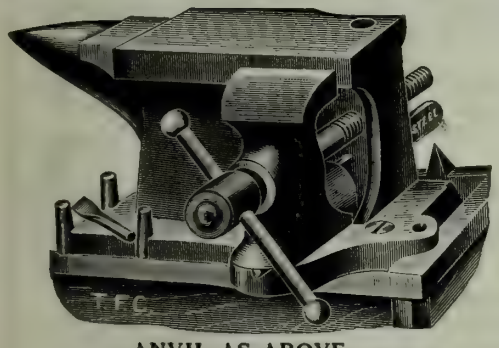
The Stack Hot Water Heater will heat water in one minute, and with less gas. These are the strong points which make easy selling for the Stack Heater.

When your customers see how the water passes into the numerous small pipes exposed to the hot gas flame, they understand. It requires no technical knowledge to see that the water will heat faster in the numerous small pipes than in one large coil.

Send for Stack Heater Display Card.

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, Toronto, Ontario



ANVIL AS ABOVE

Anvil, chilled face, size 4" x 2½", jaw 2"—one C.S. chisel and punch packed with each.

ANVIL SHOWN LOWER RIGHT HAND CORNER

Combined anvil and vise with steel pipe vise jaws, length of face, 6" and 3" jaws.

HANDY COMBINATION ANVIL AND VISE

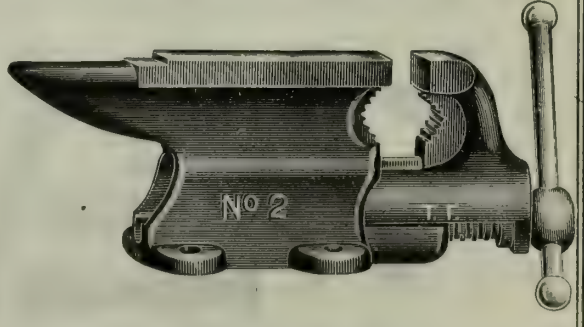
TIME AND LABOR SAVER

Modern workshops require labor and time-saving equipment. A T-F combination anvil and vise gives the worker the benefit of several tools for the price of one. All parts are made from selected materials, specially tempered and are easily and quickly adjusted—no bolts or screws to get lost or become rusty. Write us for prices.

Taylor-Forbes Co., Limited

Head Office and Works:

Guelph, Ont.



TAYLOR-FORBES CO., LIMITED,
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H. C. ROGERS, LTD.,
147 Prince William Street, St. John, N.B.

TAYLOR-FORBES CO., LIMITED,
1070 Homer Street, Vancouver.
H. F. MOULDEN & SON,
314 Confederation Life Bldg., Winnipeg.

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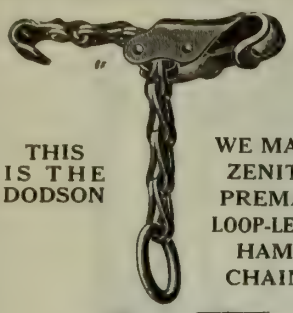


THIS IS THE DODSON

WE MAKE ZENITH PREMAX LOOP-LEVER HAME CHAINS

9F

EMBOSSED LETTERS AND FIGURES

THE USER WANTS THE BEST IN HARNESS GOODS TODAY

"Premax" and "Premax Special," Weldless, Flat-link Chains have satisfied critical, discriminating customers for 25 years—are doing so to-day. Dealers who KNOW stock them. Others should. They build permanent profits.

QUALITY, SERVICE, SATISFACTION, PROMPTNESS

Our Hame Chains are leaders. Halter, Jockey, Stallion, Bit, Trace and Breast Chains. Spreaders, Dog Leads, Traps, Key Rings, Key Chains, Number Plates, Name Plates, all sizes and finishes. Building Supplies, etc. Embossed Letters and Figures, Brass and Aluminum are Trade Builders. Let's get acquainted. Write to-day for Catalog No. 25 HM7.

NIAGARA FALLS METAL STAMPING WORKS

Makers of Hardware Specialties

237-239 TENTH ST., NIAGARA FALLS, N.Y.

Western Canadian Sales Agent:
D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.

NIAGARA WRNUGHT STEEL HARNESS SNAP

VOL-PEEK

IT'S GUARANTEED

Vol-Peek is absolutely guaranteed to mend Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc. Recommend it to your customers. Its usefulness is readily apparent. It sells itself. 70% profit in it, too. Sold and advertised all over Canada.

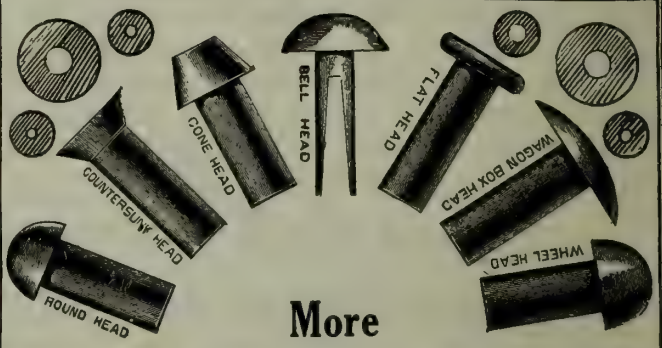
Our attractive display stand on your counter will make sales for you. Contains 24 packages for $3.50. Order one to-day.

At your jobbers or direct.

H. NAGLE & COMPANY

(Owning and Operating Vol-Peek, Mfg. Co.)

Box 2024, MONTREAL - CANADA



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

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4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actua. tests show 12 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT

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UNIMECO WROUGHT WASHERS

MADE IN CANADA

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
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TORONTO CANADA

UNION TRANSIT CO.

FREIGHT CONTRACTORS
STEAMSHIP AGENTS
INSURANCE BROKERS
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DISTRIBUTING AGENTS

ALLOW US TO CO-OPERATE WITH YOU IN YOUR EFFORTS TO DEVELOP TRADE WITHIN THE EMPIRE.

We are TRANSPORT SPECIALISTS and our combination of facilities enables us to undertake the handling of all classes of Transport Business on the BEST POSSIBLE TERMS CONSISTENT WITH EFFICIENT SERVICE.

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Cables and Telegrams: TRANSIT, GLASGOW.
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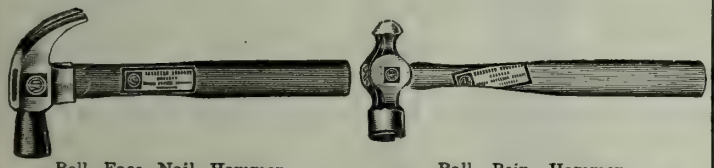
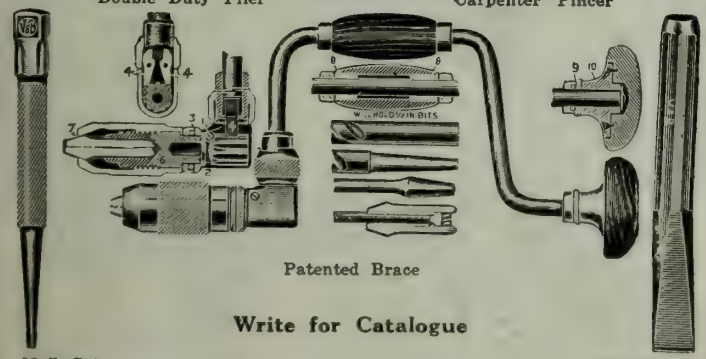
Individually Tempered and Tested



Bell Face Nail Hammer — Ball Pein Hammer

Double Duty Plier — Carpenter Pincer



Patented Brace

Write for Catalogue

Nail Set — Cold Chisel

VAUGHAN & BUSHNELL MFG. CO.
Makers of Fine Tools
2114 Carroll Ave., Chicago
Represented by
ALEXANDER GIBB, 3 St. Nicholas Bldg., Montreal

Saves Slitting

Paper and Cloth

Save Time and Material

Carbalox Convenient Rolls hold a leading place in cutting ability. This wonderfully hard mineral is extensively used for Polished Bearings and Boxes in Metals, Aluminum, Brass, Copper and Steel Work.

It aids in reducing cost of production. The workman with a convenient roll at hand need waste neither time nor material in his efforts to produce the best results.

Canadian Sales Representatives:
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Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, June 12, 1920 No. 24

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HARDWARE AND METAL

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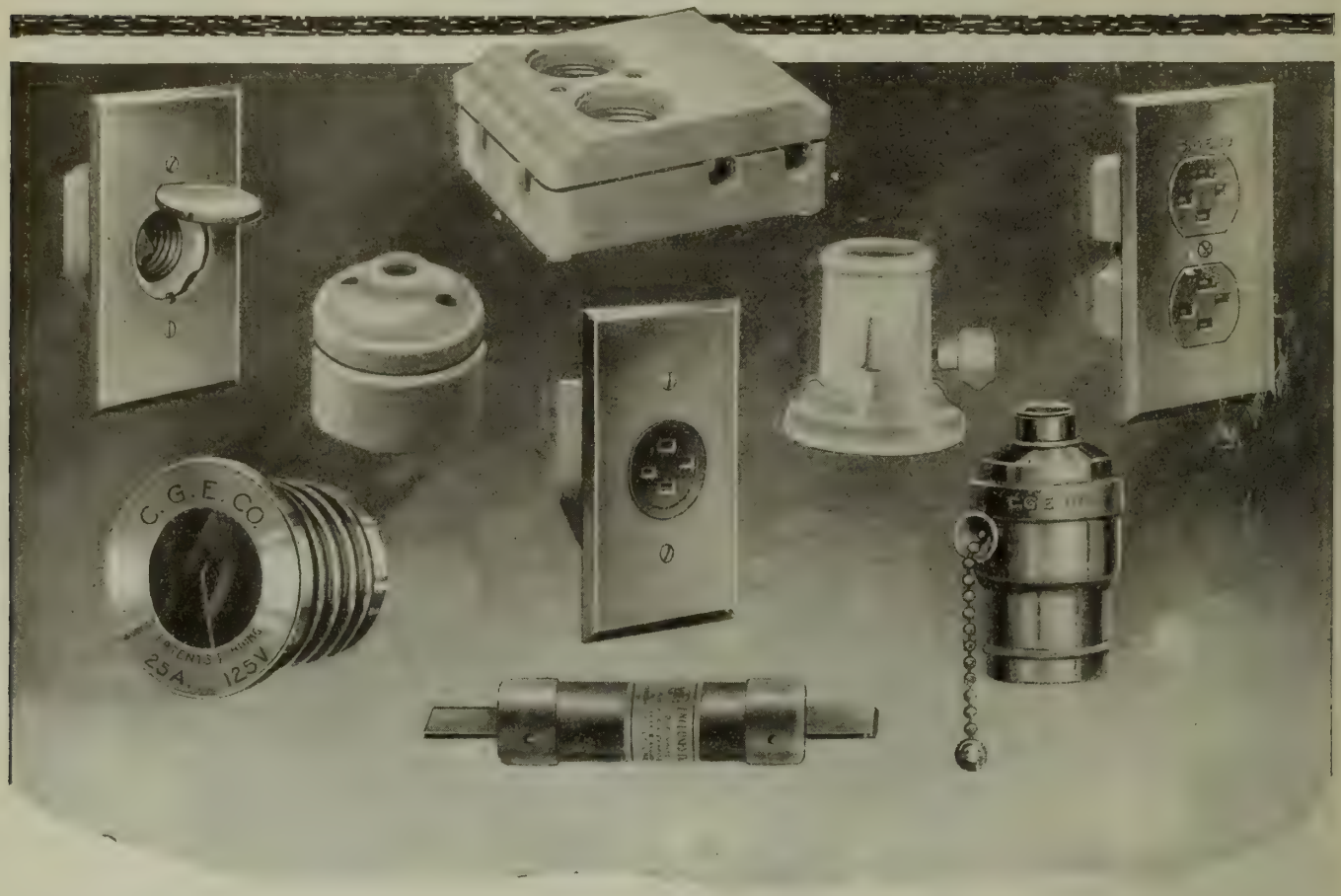
The efficiency of an electrical installation is largely dependent on the reliability of its wiring devices



Electricity, the Friend of Mankind

ELECTRICITY has done much to make the lot of man easier. The housewife and the school child, the factory worker and the busy executive all benefit by the co-operation of electricity in their daily tasks.

The degree of satisfaction, derived from any electrical installation, largely depends upon the quality of the Wiring Devices used.

The knowledge that C. G. E. Wiring Devices have been used throughout on an installation, guarantees freedom from trouble and disappointment.

Made in Canada.

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Canada's National Hardware Weekly

HARDWARE AND METAL

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Important Change in Taxes on Hardware Lines

Practically a New Budget Issued by Finance Minister—Modification of Luxury Taxes to Lighten Burden on Common People—Plated Ware, Sporting Goods, Chandeliers, Etc., Affected—Tax on Amount in Excess of Exemptions Stated Instead of Tax on Total Value.

WHAT is described as practically a new budget has been introduced by Minister of Finance Sir Henry Drayton, and many important changes affecting hardware lines have been made. Modifications of a far-reaching nature in the luxury taxes are proposed, the alleged object of the Government being to lighten the burden placed upon the common people by the taxes as imposed in the original budget speech. The changes as summarized herewith are not in effect until notice is given.

The principle of collecting a tax on the total value of any of the taxable articles on which an exemption amount was mentioned has been changed, and a higher percentage of taxation on the amount above the exemption is substituted. New levies on lines which are distinctly luxuries will be imposed to make up any deficit in revenue. Confusion is sure to result from this announcement. Thousands of dollars have been collected since the taxes became effective on May 19 and the Government has promised to refund this money if at all possible. For a few days at least the taxes announced on May 18 will still be in force.

Replying to questions Sir Henry explained that the proposed changes, if adopted, could not be retroactive and would not go into force until resolutions embodying them were formally introduced.

The new proposals as they affect the hardware trade are as follows:

Ebony and imitation ivory toiletware which were formerly included in the tax of 20 per cent. collected by the retailer are now listed in the class on which a tax of 10 per cent. is to be collected.

Only Silver and Gold Plated Ware

One of the most important rulings is that under the new taxes the item of plated ware in the 10 per cent. list is changed so as to confine the item to articles plated with gold or silver not otherwise provided for as used in the household or office. As a result the tax is dropped on nickel-plated articles of all kinds.

Clocks and Watches

Clocks and watches in excess of $10 each are added to the list.

Ash Trays, Pocket Knives, Etc.

The following articles are combined so as to fall within the 20 per cent. list: Cigar and cigarette cases; ash trays and match boxes of gold or silver; humidors and smoking stands; hunting and bowie knives; gold and silver handled pocket knives and pencils and gold fountain pens; gold, silver and ivory toiletware; articles of silver not otherwise provided for as adapted for household or office use; silver or gold deposit ware.

The regulations provide that any person, firm or corporation whose chief business is the retail sale of jewelry shall obtain a special license to sell jewelry and other articles specifield in the resolution, in which case the tax payable shall be 10 per cent. on the value of the total sales of such establishment or branch under regulations to be made by the Minister of Customs.

Alter Tax on Chandeliers—To Be Paid Now by Manufacturer

The tax on chandeliers, which at present stands at 20 per cent. except when selling to churches, is altered to provide for a tax of 10 per cent. **to be paid by the manufacturer.** This tax was formerly collected by the retailer. Exemption of $12 each is made for chandeliers, wall brackets are to be taxed on the excess over $3 each and gas and electric light fixtures in excess of $3 and not elsewhere provided for, are to be charged on the excess of $3 each.

Pianos, Organs, Etc.

Further suggestions will be made later with reference to pianos, organs and other musical instruments.

Automobiles

It is proposed to increase the tax on automobiles adopted for passenger use retailing at $3,000 each, from 15 per cent. to 20 per cent.

Playing Cards

It is proposed that the tax on playing cards be changed as follows: For every 54 cards or a fraction of 54 in each package when selling at $24 or less per gross package, 15 cents per

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Will Increase Army of Peddlers and Agents While Established Wholesales Will Decline in Number

Such Will be Effect of New Taxes, Say Retail Merchants—Customers Already Suspicious of Retailers' Tax Charges—95 Per Cent. of Turnover Tax Coming Out of Retailer's Pocket—2 Per Cent. Discounts Cut to 1 Per Cent.—Will Encourage Sales From Wholesaler to Consumer

A NUMBER of important points concerning the application of the luxury and turnover taxes to the retail hardware trade, were dealt with by the deputation of retail merchants which waited on the Minister of Finance. A brief summary of the comprehensive resolution was given in June 5 issue of HARDWARE AND METAL, but some further details showing what is transpiring in the collection of the tax, how the retailer is affected, and who is paying it, are given in the more complete statement now available. Some excerpts from this statement are as follows:

Retailer is Absorbing Turnover Tax in His Costs

"With regard to the tax on the sales of manufacturers and wholesalers, we feel that while it may appear that the manufacturers and wholesalers are paying this percentage of taxation, as a matter of fact they are not paying it, but passing it along to the retail merchant, and the percentage is so small that it cannot be absorbed into our cost, and so about ninety-five per cent. of it comes directly out of our profits and our pockets, and we are helpless to protect ourselves.

2 Per Cent. Discounts Now Cut to 1 Per Cent.

"In many cases since this new sales tax came into operation, we find that manufacturers who formerly gave us two per cent. discount are now only giving us one per cent., which means they are taking their tax out of the retail trade.

Wholesalers Have Favored Retail Customers

"Then again, there are a number of manufacturers who claim to do their business entirely with the wholesale trade, but who reserve to themselves certain favored retail accounts. In addition to the advantage these retailers now enjoy, they will be able to save an additional one per cent. to the disadvantage of those who are not allowed to buy directly from the manufacturer, and the Government will also lose the tax on all of these sales.

Number of Manufacturers' Agents Will Increase

"Then again, this same loss will take place with regard to the sales made by a host of persons who have no particular place of business, but who travel from place to place and who are known generally as manufacturers' agents. They are in reality wholesale dealers, but they sell direct from the manufacturer to the retailer, and they only carry samples. This class, in our opinion, under the system of a tax on sales, will multiply, and the wholesale dealers who carry stocks and who pay taxes will decline. There are other objections in connection with this proposed tax, that, no doubt, will be called to your attention from time to time.

TAX REFUNDED ON GOODS

Question: What action can be taken in regard to the turnover tax when a wholesaler fills an order which is returned by the dealer on the claim that the goods were unsatisfactory? Also what is done by the jobber when he makes a clerical error in an invoice? In either of these cases where does the jobber stand in making a credit note?

Answer. It is ruled by the Inland Revenue Department that the wholesaler is empowered to make adjustments of the tax in such cases as these. In retail stores the whole amount of the goods purchased and the tax collected thereon is returned to the purchaser if desired on presentation of the bill showing the two amounts separate.

Will Increase Sales From Wholesaler to Consumer

"At the present time, a large number of wholesale merchants and manufacturers throughout Canada, although having no retail counter, and who pretend to do only a wholesale and manufacturing trade, sell direct to the consumer. Under the proposed Luxury Tax, this system will increase by leaps and bounds, and it will be absolutely unfair to the retail trade to attempt to compete with this unfair competition, either as to the sale price or the amount of the Luxury Tax.

"Since the new tax came into operation, a few days ago a retail merchant from a neighboring town, who was in a Toronto wholesale house, saw a lady buying silk by the yard over a wholesale counter. The question is, did the Government get the ten per cent. Luxury Tax, and if not, what provision is made for transactions of this character? This will apply to nearly every line covered by the Luxury Tax.

Will Greatly Increase Army of Peddlers

"There are thousands of dollars' worth of goods which come under the Luxury Tax which are sold by peddlers and agents all over Canada direct to the public. This new tax will greatly increase this army of peddlers of clothing, and other lines, who have no permanent location, and no provision has been made in the act to collect a tax from these people.

Sales of Second-Hand Goods

"Neither has any provision been made with regard to the sales of second-hand goods, and this proposed tax will, no doubt, largely increase this class of business.

Nickel-Plated Alarm Clocks a Luxury

"It seems, also, unfair that the Government should determine what are and what are not luxuries without first having prepared a list and submitted it to the trade, which might easily have been done before presenting the budget. At the present time an alarm clock comes under the list of luxuries if nickel plated, no matter how cheap it may be, while an oil painting or engraving, costing a thousand dollars, is exempt. A great many cases of this kind could be mentioned.

Makers of Good Quality Merchandise Will be Out of Work

"There are a great many lines of goods the prices of which will be very much higher in the fall than they are at the present time, and, with the sales that have been made from year to year, of goods that were purchased before the war, the decreasing of these stocks, and more goods being required, the prevailing high rate of wages and raw material, it will be impossible to reduce the price of any lines of goods to the consumer, no matter what luxury tax may be placed upon them. If, on the other hand, the Luxury Tax should have the effect of preventing customers from buying goods upon which they have to pay the tax, and they purchase goods upon which there is no tax, the artisans who are now making good quality goods and securing good wages, will either be thrown out of work or they will be placed upon the manufacture of cheap and poorly made goods at reduced wages, and, in our opinion, the amount which is contemplated to be secured by the Govern-

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International Reciprocity of Motor Licenses Will Bring Army of U. S. Motorists to Canada

Reciprocity of Motor Licenses Between Canada and the United States and Between Provinces in Canada Established—Michigan Pikes Ass'n Tour of Ontario Will be Vanguard of Army of U.S. Tourists to Come—2,000,000 U.S. Automobiles Within Day's Run of Ontario

THROUGH the establishment of international reciprocity in motor vehicle licenses, thus eliminating difficulty and expense in crossing the border between the United States and Canada on a motor tour, there will be a great inflow of U.S. tourists into Canada during this summer. There has also been established in Canada an inter-provincial license exchange so that plates issued in any one province can be used in other provinces of the Dominion. The period for which this privilege is extended to visiting motorists varies from three months in the case of Ontario, Quebec and Nova Scotia, to twenty days in Alberta. On the expiration of the period fixed by the law for the province, the visiting motorist is required to register his car if it is to be used there for any further length of time. He must pay the full annual fee and display the number plates of the province he is visiting on his car, removing the plates issued to him in the province in which he resides.

Ontario Extends Three Months' Exemption

While Ontario extends a three-month exemption to motorists from Quebec, for example, the exemption in the case of an Alberta motorist would be only twenty days, because the motor vehicles act stipulates that the privilege of exemption from registration is to be extended only so far as a similar privilege is accorded Ontario motorists in the province where the motorist visiting Ontario resides. Reciprocity between Ontario and the other provinces of Canada, and reciprocity between Ontario and the states of the United States is marked by one clear difference. A car entering Ontario from the States is exempted from registration when used for touring purposes only. A car entering Ontario from Quebec may be used for any business purpose as well as touring, and be exempted from registration in Ontario. Reciprocity with the states of the United States in automobile licenses has a 30-day limit for any one car in any one year, so far as Ontario is concerned. Reciprocity has been arranged with the states individually, and at present 33 have entered a reciprocal agreement with Ontario with respect to motor vehicle licenses. The reciprocal arrangement has had much to do with increasing the volume of tourist traffic between Ontario and the United States.

A number of the most important accessory lines for seasonable trade are displayed herewith. Headlight lenses are being emphasized in view of the new laws in Ontario enforcing the use of headlight dimmers.

Spring Cleaning for the Car

This is the time when one thinks of getting the car out, and there are many things the car owner can do himself to get it in shape to run, and with very small cash outlay

Our very complete stock of Motor Accessories include everything necessary to renovate your car Do it now, we will be glad to help you.

GLIDDEN'S AUTO ENAMEL

You can make a nice job of it yourself—hundreds of car owners do it and are highly pleased Simply clean the surface, rub down any rough spots, give it one coat of Glidden's Auto Enamel and it's done One qurt of black @ $2 40 is sufficient for any car We also stock it in red yellow, grey and green

NATIONAL AUTO BODY DRESSING

If your car doesn't need repainting this preparation is the finest thing we know of to use after washing to restore the original lustre to the finish—Try it Price 50c

AUTO TOP DRESSING

For rubber and imitation leather top we stock a suitable dressing for every kind of top. Let us show you how to use it. Price $1 15, $1.00, 55c.

STICK-TITE AUTO TOP PATCH

If you have been unfortunate enough to tear your top or curtains "Stick-Tite" patching materials are just the thing to mend it quickly and permanently. Price 50c

ACCESSORIES YOU CAN PUT ON YOURSELF

Champion Spark Plugs..... 90c
Porcelains for above 50c
Hub Caps for Ford or Chevrolet ..35c
Radiator caps, Ford 40c
Radiator hose, Ford or Chevrolet 20c-15c
Antirattlers Ford 50c
Head Light non-glare lenses $5 00 $2
Columbia Batteries always fresh 45c
Electric Bulbs for headlights, tail or dash lamps 65c, 45c
Celluloid Replace Lights for curtains..... $1 25, $1 00 50c
Oil gauge for Ford ..... 90c.
Long handle oil tap wrench (Ford) 50c
Auto Lock Switch for Fords $5.00
Fan Belts all cars from 50c.

WHAT ABOUT TOOLS

A small bench with a vise, even if it's a very cheap one will be found very useful to every man with a car.

We have Vises in 4 or 5 styles from $6 50 to 50c.
Ball Pein Hammers, 2 lb $1.50, 1½ lbs $1 75; 1 lb $1 25.
Valve Grinder $1.00; Valve grinding compound 60c
Mossberg Wheel Puller, Ford or Chevrolet $1.75
Tallman Double Acting Pump 2.75
Auto Jacks, :. $6 50, $2 50, $1.45
Wrenches for every kind of job at lowest prices.

MOTOR OILS AND GREASES

We stock a full line of highest grade oils and greases and we have an intelligent idea of what is most suitable for your particular car. And our prices are right.

Polarine Motor Oil, medium and heavy, in bulk per gal $1, per pint 15c, in lots of five gallons 90c
En-ar-co National Motor Oil in five gallon lithographed tins $5 25, in bulk $1 00 gal. or 15c pint
Veedol Motor Oil has been added to our line this year because of a demand coming from many car owners for an extra high grade oil Veedol is chemically different from other lubricants, and is actually heat-resisting to the extent that it reduces sediment 86 per cent And of course you need to use very much less oil Veedol in bulk @ $1.45 gal., 20c. pint.
Artic Cup Grease, five lb Tins $1.25, 1 lb 30c
Black Transmission Oil per gal. 65c, qt. 25c.
Oil or Grease Guns $1 25

HENDERSHOT HARDWARE

A Seasonable Accessory Ad.

Great Tourist Possibilities Face Canada

Two million automobiles are owned in the United States within the limits of a day's run of Ontario, and nine out of ten are used for touring purposes. It is therefore evident that there are great tourist possibilities facing every part of Canada during this summer, and in future years when Canada's attractive scenery and summer resorts become more widely known.

The situation presents unlimited pos-

Retailor Must Give Sales Slip Showing Both Price and Tax

In Addition He Must Collect the Tax at the Time of Sale—Department Issues Ruling Prescribing Vendor's Duty.

Ottawa, June 2.—An important ruling dealing with the collection of luxury tax has been issued by the Department of Customs and Inland Revenue. The ruling provides as follows:

"Retail merchants and other vendors of articles subject to the luxury tax who sell to the purchaser for consumption or use are advised that upon the occasion of each sale of a taxable article the following requirements must be fulfilled, viz.:

(1) An invoice or sales slip showing the price at which the article is sold, exclusive of tax, and as a separate item the amount of luxury tax thereon, shall at the time of sale be delivered by the vendor to the purchaser.

(2) The vendor shall at the time of sale collect from the purchaser the amount of the luxury tax shown on the sales slip. No merchant is authorized to advertise or announce that he is paying the tax for the purchaser, as in point of fact he is required to collect the tax from the customer.

sibilities for trade in automobile accessories. It is estimated that United States motor tourists will spend millions of dollars in Canada this summer. This will contribute materially to the restoration of a normal rate of exchange, besides providing extensive business in accessories for Canadian dealers.

Good Roads Association Tour of Ontario

Cities and towns in Ontario and Michigan are making vast preparations in connection with the tour of the Michigan Pikes Association tourists from July 14-29 in connection with the International Good Roads campaign.

The tour starts from Detroit on the night of July 14, visiting the Border cities on July 15, where a "get together" dinner is to be held at the camp on the outskirts of Windsor at which automobile and accessory manufacturers will be represented. Chatham, London, and Hamilton will next be visited up to the 16th and then the tour is north to Orillia, Burk's Falls, Bracebridge and Espanola. Arrangements are being made for the entertainment of the tourists at each of these centres. The Nipissing Motor League and civic bodies of North Bay will banquet the good roads enthusiasts and representatives from as far north as the Cobalt district, will be on hand.

Sault Ste. Marie, where the tour spends a day on July 24, is planning special celebrations and it proceeds then into the State of Michigan.

The tour is in the interests of good roads and this is a movement which is deserving of much support from the trade. It is only by the extension of good roads that the automobile industry will make the maximum development, and the more good roads there are the wider will be the field for trade in automobile accessories. Dealers along the route of the tour will benefit from what business is brought, both directly and indirectly. Other dealers will benefit from the business which will come from tourists who will follow the lead of this movement in visiting Canadian points during the touring season. And lastly by encouraging the idea of good roads the whole trade will benefit by a consequent increase in retail business.

WILL INCREASE ARMY OF PEDDLERS

(Continued from page 36)

ment from this tax will be very disappointing. The cost of collection will be excessive. It will have a tendency to develop the inclination, which is common in human nature, to evade the tax, and its ultimate object will be defeated.

Increase Government's Revenue by Decreasing People's Earning Power

"One prominent retail merchant, in forwarding his opinion of the Luxury Tax, stated that if the Government intends to dislocate the business of the Dominion, he is quite sure that they will succeed. Their method will create hosts of idle salespeople, and people who have been engaged in the manufacture of goods that now come under the Luxury Tax, and the business of the country will be seriously crippled through this ill-considered measure. Another prominent merchant writes that the new Luxury Tax will smash the retail trade and ruin Canadian industries, while another retail firm states that this tax, rather than raising revenue, will hamper commerce. If anyone should undertake to buy cheap goods, which are always the most expensive in the end, where is the Luxury Tax coming from? Can it be possible that this Luxury Tax was framed with the idea of increasing the revenue of the Government by decreasing the earning power of the people?

Destroy Value of Counter Check Books

"It is also pointed out that this system of taxation will destroy the value of hundreds of thousands of dollars' worth of counter check books.

Customers Suspicious of Retailers

Already we find a number of retail merchants complaining that customers are suspicious when they are asked to pay a luxury tax as to whether the amount that is asked by the merchant is correct or not, and as they have no means of finding out what the tax should be it results in the loss of a great many sales."

WILL SECURE DEFINITE INTERPRETATION OF NEW TAXATION

The announcement of further changes in the budget coming at a time when hardware dealers were becoming acquainted with the provisions of the original taxation, has caused much confusion. Under the circumstances it is difficult to secure a definite interpretation of the various imports, but such will be secured for the hardware trade by Hardware and Metal at the earliest possible moment and published for the guidance of dealers throughout the country.

Safety Razors Exempt

The Editor, "Hardware and Metal,"
Toronto, Ont.

Dear Sir:—

Mr. A. A. Bittues, our managing director, desires the writer to draw your attention to page 37, paragraph 2, column 1, of your issue of May 29th, 1920, wherein it is stated inter alia that Safety Razors were to be considered as plated-ware, and inferentially subject to the luxury tax.

He has no doubt, whatever, that this paragraph was inserted in good faith and based upon information which, at the time, you considered to be authentic.

The contrary, however, is correct, as a decision rendered by the Department of Customs and Inland Revenue, dated June 7th, is distinct on the point. It is as follows:—

GILLETTE SAFETY RAZOR,

"You are informed that this article is exempt from the luxury tax."

This decision, while specific as applying to ourselves, covers all safety razors and straight razors, and indicates a general exemption of these particular commodities.

We may state that the 1 per cent. manufacturers' sales tax is entirely absorbed by us, and although we cannot control the wholesalers in this respect, where at all possible, we urge the protection of the buying public from the payment of any sales tax whatever—thus doing everything in our power to maintain the prices so long standardized by us.

Trusting that with your usual courtesy you will give this matter attention.

Yours very truly,
Gillette Safety Razor Company of Canada, Limited.
T. A. O'Reilly, Sales Department.

Hardware Section of Winnipeg R.M.A. Meets

Winnipeg.—The hardware section of the Retail Merchants' Asociation met recently to discuss the luxury tax. No recommendations were made and action was deferred until the officers of the section have made further investigations.

June "The Bride's Month" is Here

Social Custom Prescribes the Giving of Gifts at "Showers" and at Marriage—Fruitful Business for Hardware Dealers—Some Suggestions for Developing This Class of Trade.

THE month of June is "the bride's month," and there is no reason to assume that Cupid has been less attentive during the past winter than in past years, so that during the month now entered upon there will doubtless be a substantial number of happy culminations to his winter's work.

Whether due to the prolonged cold winter or the fact that 1920 is leap year is doubtful, but it is a fact that the outlook for a large crop of June marriages is very promising. The hardware dealer can therefore plan to advantage to secure his share of what business in gift lines is available.

Social custom has been turned to advantage a good many times by the resourceful merchant, and it is doubtful if any other such custom has been responsible for bringing rewards as is that of giving gifts to the bride at the time of marriage. As the merchant learns to take advantage of this custom a larger number of dollars find their way into the tills of the hardware trade each year.

"Showers" of Household Requirements

No sooner is the wedding date announced by the bride of to-day before girl friends are planning numerous "showers" to see that she is well provided for in respect to personal and household requirements. The latter take the form of kitchen utensils, electrical appliances, chinaware, etc., and many other lines dealt with in the hardware store.

To "cash in" on this trade many dealers plan windows for May and June that will catch the attention of the shower shopper. Oftentimes a neat display on a table in the store covering everything that could be given to the bride, from the aluminum roaster to the wooden potato masher, will be effective.

Dealer Can Make Suggestions

Dealers are often called upon to make suggestions for gifts to be given at showers. The store salesman should be sufficiently acquainted with what is wanted to be able to make an appealing suggestion. In this connection it has been suggested that a typewritten list of shower suggestions be kept, grouping the articles according to the price range so that the customer who gives some intimation of what she wishes to spend can immediately have a complete list of articles to choose from. In smaller centres where the hardware dealer knows the party for whom the gifts are being purchased, and who will very probably supply the bigger proportion of such gifts, can keep a list of the gifts purchased in order to avoid any duplication.

Use Windows and Cards

The use of window displays and local newspaper advertising are potent factors in securing this business. Given an early start, such publicity will oftentimes have the effect of originating interest in such matters as well as maintaining enthusiasm during the height of the marriage season.

The Wedding Gifts

Following the gifts for the shower comes the wedding gifts proper. The dealer's wife if she is a reader of the social column in the local newspaper can very likely tip him as to such events.

Silverware is a common wedding gift and an important point to remember is that different guests purchasing silverware always desire to have it of the

The Gift Unusual

—For the Junetime Wedding

Here you may select the practical gift that reflects personality—a ready choosing from a skillfully assembled collection—and choice may be made here with the assurance of service-giving qualities and moderate pricing.

—Pyrex Ware

Featuring in particular a choice gift set of 11 pieces in a handsome box.

—Carving Sets
—Silverware

Including the choicest array of community and 1847 Rogers' make.

Cut Glass

Always first favorite and never better qualities or varieties than await you here.

Electrical Appliances

Articles for my lady's boudoir or dainty cooking equipment in wondrous variety.

RICE LEWIS AND SON LIMITED

19 VICTORIA STREET

North of King St. East

EVERYTHING IN HARDWARE

A wide range of gifts for the bride are shown in this display. Such a window will do much to stir up enthusiasm for gift giving in any community.

same design if possible. The dealer having sold the first piece of cutlery or other silverware can, therefore, get the names of other guests and advise them so that the pattern scheme can be maintained uniformly.

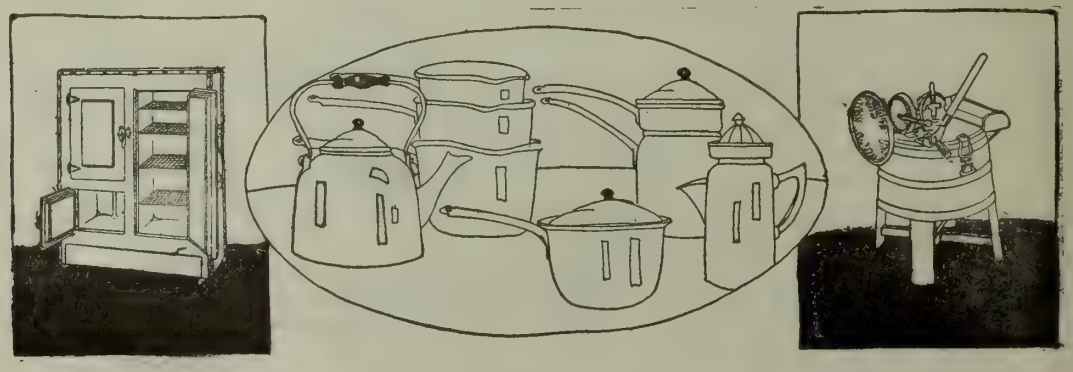
Advertising in the local newspapers can run in conjunction with the window displays. Herewith is shown a newspaper ad. by a Toronto dealer headed "The Gift Unusual." It makes a point of the fact that gifts can be selected at the store which reflect personality and are of practical value — a ready choosing from a skilfully assembled collection. The ad features carving sets, silverware, cut glass, electrical appliances. The range offered is very wide, varying from nickel and silverware and aluminum ware to fireless cookers and laundry equipment.

Follow-up Business in House Furnishings

Another important phase of this matter is the follow-up business which can be secured when the married couple take up housekeeping for themselves. Much good-will can be built just prior to the wedding when everyone is in high glee and susceptible to congratulations. Every newly-married couple should receive a letter of congratulation from the dealer, and this can include an invitation to visit the store and inspect the line of household requirements that are offered.

This duty can be delegated to some of the store help, who should watch the papers closely and send out the form letter in each case. The name can then be placed on a card for follow-up at the time when wedding presents and household furnishings will be required.

The "bride's month" is a big business month for the hardware dealer who makes the best of the opportunity by following some such plan as that outlined.



EDITORIAL COMMENT

CHANGE IN TAXATION MEASURES

A NUMBER of important changes have been made in the application of the new taxation, according to the announcement of the Minister of Finance. On first thought there has been some condemnation of the Government for having put certain taxation into effect and collecting money before the system was in working order, which condition has made necessary the changes which have been made, but it is a difficult matter to take into consideration every small detail in framing the budget, and it is only when a complete expression of opinion from experienced men representing all branches of trade is available that the regulations can be made most equitable. It is therefore gratifying to note that the Government has taken note of the representations made and has acted upon them by making substantial reductions in a number of lines sold in the hardware and other trades.

WESTERN INDUSTRIAL EXPANSION AMAZES EASTERN MANUFACTURERS

REPRESENTATIVES of Eastern industrial enterprise, now visiting the West as delegates to the convention of the Canadian Manufacturers' Association in Vancouver, are amazed at the rapid development of manufacturing in the West during the past ten years, prior to which agriculture was the predominating industry which characterized Western Canada. Eastern manufacturers are learning something of the importance of the West from an industrial standpoint and the industrial congress will, it is hoped, have the effect of bringing East and West into closer harmony and co-operation for the further development of manufacturing.

Figures for 1917, showing the production of industries in the Prairie Provinces, indicate an increase of 100 per cent. in totals for Manitoba as compared with 1915, an increase of 133 per cent. in the case of Alberta, and an increase of 180 per cent. in the case of Saskatchewan.

It is pointed out by Western manufacturers that the people of the West are still maintaining thousands of workers at industrial points in Eastern Canada in producing goods which could be manufactured in the Prairie Provinces, particularly in view of the fact that material for these goods is now shipped from that territory into the industrial centres and again returned. Such a process also increases the cost of manufactured products to the Westerner in whose country the raw materials are produced.

Another evidence of Western industrial growth is the fact that the Prairie division is one of the most flourishing divisions of the Canadian Manufacturers' Association. In the three Western provinces the association has a membership of 516, or one-eighth of the total membership. Many new industries have been established in recent years and many Western plants are carrying out enlargements to meet the needs of the day. Steel and iron products, paints and specialties, building materials, etc., are among the leaders in industrial expansion.

EDITORIAL NOTES

THE INCREASE of the basis of workmen's compensation under the Ontario Act from 55 to 66 2-3 per cent. must be regarded as an encouragement to idleness, under certain conditions. Employees who can draw two-thirds of their present high wages and do nothing, are not likely to be in any hurry about getting back to work.

* * *

THE PRINCIPLE of taxing sales adopted by Sir Henry Drayton has been inaugurated in France, where there is a levy of 1 per cent. on every business transaction from the small purchase by the housewife to deals involving millions. It is estimated that France will raise around $2,000,000,000 by this method.

* * *

A SASKATOON hardware store has a sign on its window "Our first sale in six years." This could truly be called a sign of the times, as many retailers are reducing their stocks. The action of the banks may be expected to make some of the others realize the need for careful buying at a time when prices seem on the peak.

EVENTS IN THE TRADE

Business Changes

London, Ont.—Chown Hardware is discontinuing business.

Toronto. — Hodgson's Hardware has been sold to A. H. Snell.

Milverton, Ont.—The Finkbeiner Hardware has been sold to Robert Schrenk, of Milverton.

Fire Losses

Meaford, Ont.—Wm. Butchart & Co. suffered loss to their hardware stock by water in a fire which broke out in their tinshop.

St. Catharines Backs Homebuilding Scheme

St. Catharines.—The City Council has endorsed a proposal of the Chamber of Commerce to erect 50 houses. The city will guarantee 80 per cent. of the bonds of a company to be formed for that purpose. The houses are to cost $3,000 to $4,000. The first payment by the intending householder will be $500, and the balance like rent.

B. F. Kastner Dies as Result of Accident

Stratford.—Announcement is made of the death in Toronto of B. F. Kastner, hardware merchant of this city, following an operation in the General Hospital. Mr. Kastner was hurt in a curious automobile accident on May 6. His car refused to start from the electric starter, and he got out to crank it. As soon as the car was cranked it started, as the catch holding the clutch and the brake pedal jarred loose, letting the clutch in and started the car as the brake was in mesh. Mr. Kastner was unable to get out of the way, and was carried across the market place and dragged beneath the wheels when the car mounted the curb.

Mr. Kastner was in his 58th year, and was born in Ellice. For twenty-five years he conducted a general store in Sebringville. For the past nine years he had been a resident of this city, and interested in the Perth Flax Co., and a hardware store here.

Commence Building Immediately After Fire

Moncton, N.B.—The Record Foundry and Machine Company, which suffered another serious loss through fire last week, amounting to in the vicinity of $60,000, have started the erection of a new concrete building 350x50 feet. This is only part of their plan for a new and up-to-date foundry.

Ottawa Merchants to Have Saturday Half-Holiday

Ottawa.—The hardware dealers of Ottawa closed their stores on June 5, at 1 p.m., in accordance with the agreement just entered into between them to give their employees the benefit of a Saturday half-holiday during June, July and August. An advertisement was inserted in the local press signed by W. A. Rankin, Ltd., The Capital Hardware, W. G. Edge, Ltd., A. Workman & Co., Ltd., Cuzner Hardware Co., Ltd., The Gray-Harvey Co., C. H. Blythe, Mulhall Hardware, Ltd., The Plaunt Hardware Co., McKinley and Northwood, and McDougal's, Ltd., announcing the early closing.

Housing Congress Meets in London

London.—Housing problems, made acute all over the world, by the war, are being studied here by several hundred delegates to the first inter-allied housing and town-planning congress. Representatives of Canada and other British dominions, France, Spain, Sweden, Holland, Belgium, Finland, Denmark, the United States, Czecho-Slovakia, Italy, Japan, Poland, Chile, Rumania, Siam, Uruguay and Jugo-Slavia are in attendance.

Collection and co-ordination of available information as to the construction of dwellings and stimulation of official effort are among the objects of the meeting. One of the chief aims of the congress will be the formulation of a scheme of international application, by which every family may be provided with proper housing within a period of twenty years.

New Charge by London Gas Company

London, Ont.—The City Gas Company has notified the Finance Committee of the City Council that a new "service" charge of 85 cents a month is to be enforced against every customer hereafter. The company recently applied for the right to increase its rates for gas, but City Solicitor E. G. Meredith advised the committee that the Council had no jurisdiction. The company has evidently reconsidered the situation and determined the simpler process of recouping its losses is to reach every customer on a new service charge.

More Freight Moving Than in Past Eight Weeks

"More shipments of iron and steel are moving, principally because of the release of loaded cars which have been penned behind embargoes, than at any time in the eight weeks of the freight blockade," says the "Iron Trade Review." "New consignments leaving producers' plants also are increasing, though practically no progress yet has been made in clearing away the heavy accumulated stocks of finished material. Gradually this extending traffic is working its way back to the mills and works in the form of deliveries of coal and other raw materials, and operations are beginning to respond."

"Indications in Great Britain are that iron and steel prices are passing the peak, according to the weekly cable. Some products are easier. An interesting feature of the export market is the increased negotiations by German interests for American raw and semi-finished material, including pig iron, sheet bars and wire rods."

Canada's Trade Grows

Ottawa.—Canada's trade continues to increase, as shown in the figures for May prepared by the Dominion Bureau of Statistics. Imports for May, 1920, show an increase of more than two hundred million over the corresponding month of last year, and of more than one hundred and fifty million over May, 1918. Exports show an increase of more than twelve millions for 1920 over May, 1919, but there is a decrease of $216,000,000 as compared with 1918.

Imports from the United Kingdom totalled approximately $141,000,000, and from the U. S. approximately $822,000,000. Exports to the United Kingdom were $472,000,000, and to the U. S. $466,000,000.

AN EXPLANATION

In the May 15th issue of HARDWARE AND METAL, the name of John Bertram & Sons appeared as distributors of the goods of the Rajah Auto Supply Co. The name of John Bertram & Sons was inserted in error, and as they are not the distributors of this line, this explanation appears in order to avoid any misunderstanding in the matter.

Brantford.—Williams Tool Corp., and S. C. Johnston & Co., Ltd., have obtained their charters of incorporation.

NEWS OF WESTERN CANADA

Over 300 Merchants Attend Saskatchewan R.M.A. Convention

MOOSE JAW, June 8 (Special).—The seventh annual convention of the Saskatchewan Retail Merchants' Association opened here this morning with an attendance of over three hundred. The president, S. D. McMicken, was in the chair. At the morning session reports were presented and were followed by a discussion. In the afternoon the convention was addressed by F. Hedley Auld, Deputy Minister of Agriculture.

A ten-minute talk was also given by J. R. Banfield, Dominion president of the Retail Merchants' Association, on greater co-operation. In the course of his remarks he expressed the opinion that there was still some chance for changes in what he termed the lawyers' budget.

"When we are sick we do not ask a hardware man or a grocer to prescribe for us, we want a doctor. Surely the same proposal should apply in a case like this, when lawyers are allowed to draft legislation which is essentially within the scope of retailers," remarked Mr. Banfield.

On Tuesday evening, Hon. W. E. Knowles, of the Saskatchewan Legislature, addressed the entire assembly on the subject of commercial law.

A feature of Tuesday's session of the Saskatchewan convention of the Retail Merchants' Association was a severe criticism of the Board of Commerce and of the new taxation imposed by the original budget.

"The new taxation is the biggest problem which the retail merchants have to face to-day," said J. A. Banfield, Dominion chairman of the Retail Merchants' Association, who pointed out that he had been informed by officials at Ottawa that changes would be made in certain of the taxes before they were put through the House. This prediction has been borne out by the announcement made in this issue in regard to the changed taxation imposed on various lines in the retail hardware trade.

Mayor Hamilton of Moose Jaw stated that concerted effort was necessary on the part of retailers against the Board of Commerce and other restrictive bodies if they are to be enabled to make a profit from their business.

S. D. McMICKEN,

President of the Saskatchewan R.M.A., who is presiding at the convention in Moose Jaw.

The Board of Commerce also came in for criticism from President S. D. McMicken, when in opening his address he stated that the Board was a body lacking the slightest conception of merchandising methods.

Winnipeg R.M.A. Dissatisfied With New Taxation

Retail merchants of Winnipeg, in expressing dissatifaction with recent taxation, state that the expense of collection is too great, and that there is a degree of uncertainty that all will be collected. It is also claimed that it places a restraint on trade, and will put some lines out of business through lack of business rising therefrom. As an alternative to the present taxation, they would suggest a tax on invoices of manufacturers and importers, when goods are billed out at a rate per cent., sufficient to raise the amount desired. Then again, if it is desired, to tax goods held by jobbers and retailers, the Retail Merchants' Association of Winnipeg would place a tax on all sales of jobbers and retailers, for a period of two years, and then place the tax on manufacturers and importers only. This plan would be very simple and keep business moving.

Merchants of Vonda Organizing

Vonda, Sask.—The R. M. A. organizer for Northern Saskatchewan, addressed an enthusiastic meeting of the local merchants at Vonda, Sask., recently, and completed the organization of a branch of the Saskatchewan Retail Merchants' Association, which gives promise of developing into a strong and active body, judging from the enthusiasm which was evident.

The following officers were elected:—President, Eugene Clark; vice-President, Joseph E. Simberg; secretary, W. McIntosh.

Saskatchewan Merchants Discuss Work of R.M.A.

Hazenmore, Sask.—The merchants of Hazenmore and Kincaid have, during the past month, got together to discuss the work of the R.M.A. and the district branches, and at both places they turned out in good numbers and took great interest in the explanation of the work of the Association by Mr. D. S. Saunders, the secretary of the Assiniboia District.

At Kincaid an organization was set on foot, those present unanimously agreeing that a get-together meeting once a month, and even oftener, if necessity arose, for the discussion of their problems, would be an excellent idea and of great benefit individually. Mr. Finlay (hardware merchant) presided, and Mr. Williams (general merchant) was appointed secretary.

Western Credit Men Score the Budget

Winnipeg.—Sweeping condemnation of the methods adopted by the Government in the new budget to obtain increased revenue was expressed at a meeting of the Winnipeg branch of the Canadian Credit Men's Association.

Sectional Meetings in Saskatchewan Convention

MOOSE JAW, SASK.—Sectional meetings were instituted this year for the first time in connection with the seventh annual convention of the Saskatchewan branch of the Retail Merchants' Association held here this week. The program followed out was as follows :

Tuesday Morning, June 8th.

Registration and Distribution of Badges
Address of Welcome by His Worship Mayor Hamilton and Mr. Walter Thorne, President Board of Trade, Moose Jaw.
President's Address.
Treasurer's Report.
Secretary's Report.
Announcements.
All Sessions start promptly on time.
For information ask anyone wearing a Red Badge.

Tuesday Afternoon, June 8th.

SECTIONAL MEETINGS.

IMPLEMENT TRADE SECTION.

Address by Col. H. Davidson Pickett, Barrister. Subject: The Farm Implement Act as it Affects Retail Dealers.
Discussion: Questions and Answers.
Discussion led by Hugh Rorison, Moose Jaw. Subject: Present Day Margins.
Discussion led by W. J. Keller. Subject: Advantages of the Wholesale Contract over Consignment Contract.

GROCERS' TRADE SECTION.

Discussion of recently enacted Egg Marketing Act. F. Hedley Auld, Deputy Minister of Agriculture, will be present to take part in the discussion of this important subject.

Tuesday Evening, June 8th.

General Meeting. Address: Commercial Law.
Moving Picture, showing Manufacture of McClary's Products.

GOD SAVE THE KING.

Wednesday Morning, June 9th.

SECTIONAL MEETINGS.

GROCERS' TRADE SECTION.

Meeting with Wholesale Grocers.

AUTOMOBILE TRADE SECTION

Address by Col. H. Davidson Pickett. Subject: Saskatchewan Automobile Repair Act and its Effects.

IMPLEMENT TRADE SECTION

Discussion led by C. W. Matheson. Subjects: (A) Sales to Soldiers. (B) Handling of Binder Twine.

SHOE DEALERS' TRADE SECTION.

Address. Subject: "Marketing Conditions."
Discussion on "Store Arrangement," led by P. F. Anderson, Moose Jaw.
Discussion on "Window Display," led by D. J. M. McGary, Saskatoon.
Discussion on "Advertising," led by G. Garfield Wray, Regina.
Discussion on "Salesmanship," led by M. E. Gendron, Weyburn.
Discussion on "Accounting," led by A. A. Causgrove, Saskatoon.
An invitation has been extended to all Manufacturers and Wholesalers operating in Saskatchewan to attend the meeting of this Section.
Sectional meetings will also be arranged for the Clothing, Hardware, Furniture, Jewellers, Druggists, Music Dealers, Butchers, Harness, Tobacconists, Coal and Wood, etc., etc., Trade Sections.

Wednesday Afternoon, June 9th.

Annual Meeting of Retail Merchants' Mutual Fire Insurance Company.
Reading of Minutes.
President's Report, including Financial Statements.
Election of Two Directors
Discussion of the Future Policy of the Company.
General Meeting of Retail Merchants' Association.
Report of the last Special Meeting of the Dominion Board by W. P. Ball.
Resolutions.
Appointing of a Nominating Committee.

Wednesday Evening, June 9th.

General Convention. Address: Banking.
Moving Picture showing Manufacture of Shoes, followed by address on Manufacturing Conditions.

GOD SAVE THE KING.

Thursday Morning, June 10th.

Receiving Resolutions and consideration of same.
Address by J. B. Patton, Regina. Subject: Income Tax Returns.

Thursday Afternoon, June 10th.

Address by J. A. Banfield, Dominion President. Subject: The Work of the Dominion Board During the Past Year.
Resolutions and new business followed by Election of Officers.
Adjournment.

Thursday Evening, June 10th.

Banquet, tendered by the Moose Jaw Local Branch to the Visiting Members.
Address.

Com. Travellers Form a New Branch

Meeting Held in Swift Current, Sask. Recently—The Officers Elected

Swift Current, Sask.—A branch of the United Commercial Travellers was duly instituted by Supreme Grand Councillor Davidson, of Edmonton, at Swift Current, Sask., last week. He was assisted by Messrs. McKibbon and Rouse, of Regina, and Mr. Bloomfield, of Moose Jaw.

The officers of the new organization weer elected as follows: Senior councillor, H. J. Watson; junior councillor, Dave Bullock; past councillor, A. W. Forsythe; conductor, J. Fred Davie; page, K. S. Wiltse; sentinel, W. Cameron; secretary-treasurer, George Bailey; executive—Lee Huyck, Wm. Rae, W. J. Tripp, J. W. Freeman. After the inauguration ceremonies, a banquet was held.

Death of N. L. Green, of Regina

Regina.—Announcement is made of the sudden death of N. L. Green, past president of the Regina Branch of the Retail Merchants' Association, which took place on Tuesday, April 6, whilst on a business trip in the East.

Western News

D. A. Thomson, nardware and harness merchant, of Veteran, has moved his stock to Coronation, Alta.

* * *

The Hardware & Trading Co., Ltd., has been incorporated at Beausejour, Man.

* * *

Morrison Graham, hardwareman, has sold his business to Mr. J. W. McManes, Bradwardine, Man.

* * *

W. C. Lawson opened a hardware store at Carberry, Man.

* * *

Sam Lecoure, of Lebret, Sask., has purchased the hardware business of P. Hill & Co.

* * *

G. P. Agnew has opened a hardware store at Nipwain, Sask.

* * *

Deis and Leboldus of Vibank, Sask., has purchased the hardware and implement business of Huch and Leboldus.

* * *

William Surgeson is opening a hardware store at Jonesville, Sask.

Protest From Winnipeg

Winnipeg, Man.—The Manitoba Board of the Retail Merchants' Asociation has sent the following wire to all Manitoba members of Parliament: "Merchants here recommend excise tax be placed on manufactures and imports only, and have them absorb it in their invoices. The plan will raise more money and save retail trade annoyance, loss and confusion."

Winnipeg.—H. V. Lellor, representative of the Boeckh Co., Ltd., is making a six weeks' trip to the Pacific Coast.

$80,000,000 MAY BE INVESTED IN CANADA

Winnipeg.—Eighty million dollars of British capital probably will be brought to Canada as a result of the visit of inspection Count de Toper of London, England, and Nice, France, is making to Winnipeg and the West, the Manitoba "Free Press" says: "There is no doubt that the resources are here, and if, after this trip through the West, I am satisfied that circumstances warrant, I shall go back to England and satisfy my friends that they will be justified in investing between £15,000,000 and £16,000,000 in this country," he declared.

Western Industrial Development Amazes Eastern C.M.A. Delegates

Members of C.M.A. Now on Western Tour for Convention in Vancouver—Manufacturing Establishments Increased from 429 to 4,082 in Seventeen Years

WINNIPEG.—Eastern industrial representatives and members of the Canadian Manufacturers' Association are now on a tour through the West and will hold their annual convention in Vancouver. A great many of these manufacturers have been amazed to learn of the phenomenal industrial growth of Western Canada since 1900. As an evidence of the industrial growth of the West it is noted that:

There are now 516 members of the Canadian Manufacturers' Association in the Prairie Provinces. The number of manufacturing establishments has increased from 429 in 1900 to 4,082 in 1917, and the number of employees has increased in the same time from 6,387 to 42,404.

The Government's definition of an industrial establishment is fairly broad. It includes, for example, tailor shops, blacksmith shops, millinery establishments, and many other small concerns. These are not actually factories in the popular acceptation of the term. The Canadian Manufacturers' Association does not admit to membership any concern which employs fewer than five persons in its mechanical department.

Among the foremost industries of Western Canada must be ranked the milling and packing house industries, which are, in a sense, the natural outcome of agricultural expansion. A recent estimate places the investment in the milling industry in Western Canada at $72,000,000, while last year the mills turned out approximately 45,000,000 barrels of flour and 35,000 tons of mill feed.

The number of plants using steel and iron as their raw material is surprisingly large, and the variety of products turned out quite extensive. There are foundries engaged in making bridges, agricultural implements and elevator machinery. There are factories manufacturing gasoline and kerosene engines, batteries, pumps, windmills, fencing, metal siding, corrugated pipe, feed and water troughs. In fact, some of these establishments rank second to none in the character of their equipment and the quality of their product.

As for building materials, these are supplied practically exclusively by Western industries, there being cement works, brick and tile plants and woodworking establishments in operation, as well as paint and varnish factories.

Latest Industries

New industries are constantly being launched in Western Canada and more are bound to follow as population increases.

In the meantime many Western plants already established are carrying out enlargements to meet the needs of the day. In this respect they are sharing to the full with the industries of the East and great demand for all manufactured lines. The industrial expansion of the Prairie Provinces forms another interesting chapter in the history of Western development and is destined to become a still greater factor in national progress as the years go by.

Western Branch of C.M.A. Shows Big Growth in Ten Years

Substantial Membership Increase Since Last Visit of Eastern Manufacturers in 1910—Expansion of Association Coincident With Industrial Growth

Winnipeg.—It is ten years since the Canadian manufacturers as a body toured the West. In 1910 they crossed the country to Vancouver, where their annual convention was held. There has been a notable change in the Canadian Manufacturers' Association in the intervening decade. The membership has increased from 2,600 to 4,100, or about 58 per cent. The growth was most marked, however, in the west, where the membership has increased by 447, or 190 per cent. In 1910 there were in the province of Manitoba 102 members; there are now 343. Alberta and Saskatchewan had together but 16 members; they have now 173. British Columbia's membership has grown from 113 to 162.

The expansion of the association in Western Canada, while coincident with the industrial growth of the country, has been greatly assisted by the adoption of the policy of establishing branch offices to care for the needs of different sections of the country. The association has for some years operated offices in both Winnipeg and Vancouver, which have been specially charged with looking after the interests of the manufacturers of the Prairie Provinces and of British Columbia. Under the reorganization of 1919 these offices have become respectively the headquarters of the Prairie and Pacific divisions. In addition, and to localize the work still further, branch organizations have been formed in all the leading industrial centres of the country.

PASS ALONG THIS HINT TO AUTO OWNERS

Here's how a little aluminum paint may be employed to lengthen the life of inner tubes. Many automobile owners permit their rims to become badly rusted. The rough particles of rust and scale act like sand-paper on the inner tube and a prematurely worn tube or blow-out is the result. An occasional coat of aluminum paint on the rims will greatly prolong the life of the tubes.

IMPORTANT CHANGES IN TAXES ON HARDWARE LINES

Continued from page 35

pack. When selling in excess of $24 per gross package but not in excess of $36 per gross package, 25 cents per pack. When in excess of $36 per gross package, 50 cents per pack.

Abandon Stamp Tax on Medicinal Lines

It is proposed to abandon the present stamp taxes now collected on patent and proprietary medicines, perfumery, etc.

Reduction in Sporting Goods Taxes

Reductions are also proposed in connection with the sporting goods list. Under that list at present children's toys, games, etc., are exempt, as are articles not over 50 cents in value. The exemptions are extended as follows:

Baseball bats and baseballs in excess of $1.25, baseball masks and gloves in excess of $1.50, skates in excess of $2 per pair, toboggans and hand sleds in excess of $3, footballs in excess of $3, lacrosse sticks in excess of $1.50, hockey sticks in excess of 75 cents.

Newsy Notes From Here and There

E. T. Dean, president of Stewart and Wood, wholesale paints, etc., is in Montreal this week on business for his firm.

W. J. Lind, vice-president of the Independent Cordage Co., Ltd., Toronto, is making a business trip this week.

Geo. M. Rice, hardware merchant, of Whitby, Ont., is a visitor in Toronto this week.

A. W. Perkins, hardware merchant, of Unionville, Ont., made a business trip to Toronto during the week.

Geo. Padget, of the hardware firm of Padget & Hay, Agincourt, Ont., made a business trip to Toronto this week, accompanied by E. Barrows, of the same firm.

E. Barrows, of the hardware firm of Padget & Hays, Agincourt, Ont., has returned to business after an extensive honeymoon trip.

H. J. McAdie, sales manager of A. Ramsay & Son Co., Montreal, is in Toronto on business this week.

Listowel, Ont.—Mr. and Mrs. Arkins A. Peffers have gone to Toronto. Mr. Peffers has taken a position with the Rice Lewis Hardware Company.

Paint Firm Inaugurates Aeroplane Delivery

Montreal.—A unique delivery of a special order of paints was made on Friday last from the factory of Brandram-Henderson, Limited, Montreal, to their agent at Three Rivers, P. A. Gouin.

Plans had been made well in advance to institute what is expected to be a regular delivery of paints and kindred products to various agents in this part of Canada by the Brandram-Henderson Company. In view of the fact that this unique delivery had been widely advertised in Three Rivers, a formal reception by prominent citizens of Three Rivers, headed by the Mayor of that city, was arranged for the arrival of the machine piloted by the company's own pilot, S. M. Bradfield.

The new machine is owned by the Brandram-Henderson Company, and has been named "B.-H. No. 1," and is of Curtiss biplane type. The flight started from Dominion Park and, due to a rather serious wind, the journey was accomplished in 50 minutes.

Hardware and Metal understands that this flight has inaugurated a regular service to Brandram-Henderson Company's agents in the central division. It is also stated that similar services will be arranged for other divisions throughout Canada.

Three Rivers.—J. Lucien Rousseau, son of Mr. E. Rousseau, hardware merchant of Nicolet, Que., is opening a hardware store at Three Rivers, at the corner of St. Philippe and St. Georges Streets. Mr. Rousseau is now receiving stock from various wholesalers.

Montreal.—The Canada Paint Company's annual summer picnic was held this week at Lavaltrie, where the whole day was given over to sports, etc. John Richardson, of Richardson and Bureau, Montreal, is this week in Toronto and other Western points. W. F. Duffield, of the Reading Hardware Co., Ltd., was this week in Montreal. B. Frankel, of Frankel Bros., wholesale scrap metals, returned to town this week.

Potato Bug Rumors Are Groundless

Montreal.—Rumors have been spreading in certain parts of Canada, and particularly in the Province of New Brunswick, Hardware and Metal understands, to the effect that potato bugs are very scarce this year and that practically all of them are dead. This information will probably lead some dealers to feel that there will not be a demand for Paris green or other insecticides after tubers have made their appearance above the ground. In discussing this phase of the situation with a large manufacturer who is in possession of information from the Dominion Government Department of Agriculture, Hardware and Metal has been informed that these rumors are absolutely groundless. He said, in part:—"There is absolutely nothing to this rumor, and in fact potato bugs have never been known to die. Unquestionably millions of them are sleeping peacefully under the ground waiting until the potato plants are green on the vine, when they will emerge from their trenches and attack the tubers in force, and the only way to prevent the entire loss of potato crop is to have sufficient stock on hand in the form of Paris green and other insecticides to combat with the destructive onslaught of the army of beetles which never fail to come every spring. It is folly for anybody to follow this poor advice as contained in these rumors."

A report just received by Hardware and Metal states that since the foregoing was written, the bugs have already made their appearance in parts of New Brunswick, and that steps will be taken to prevent the usual destruction by the pest.

Montreal.—Harold Fischler, Chicago Spring Butt Company, Chicago and New York, called on the Montreal trade this week. J. O. Notman, of McKinnon Industries, St. Catharines, Ont., was a Montreal visitor this week. J. Lucien Rousseau, of Three Rivers, was in Montreal purchasing stock for his new store that is being opened at Three Rivers. J. M. Davidson has joined the road-selling force of Lewis Brothers, Ltd., and will cover Ontario territory for this firm in connection with automobile accessories.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, CANADIAN GROCER, Toronto, Canada. Please quote reference number when requesting addresses.

917. **Canned lobsters.**—A firm in Gothenburg, Sweden, ask for the addresses of the principal Canadian packers of canned lobsters.

918. **Flour.**—A Glasgow firm ask to be placed in touch with any mills not yet represented in Scotland, and desiring an export outlet.

919. **Flour.**—A firm (Leith and Glasgow) are anxious to get in touch with an enterprising and up-to-date flour-milling establishment in Manitoba or Ontario, and invite offers of strong flour (Manitoban) and soft household flours (Ontarian winter wheat product). Good business is promised.

920. **Rye Flour.**—A Glasgow firm desire to extend their connections in Canada with exporters of rye flour, with a view to good business when conditions improve.

921. **Canned goods, all kinds.**—A Glasgow correspondent is anxious to get in touch with any exporters of above, not already fully represented, with a view to buying on a very large scale, or obtaining agencies.

922. **Grocers' packet specialties.**—A Glasgow firm ask to be placed in touch with exporters of above.

923. **Preserved fruits.**—A Glasgow firm desire to get in touch with shippers of preserved fruits.

924. **Foodstuffs.**—A Roman firm wish to get in touch with Canadian firms dealing in the above products.

926. **Foodstuffs.** — A firm in Turin are anxious to get in touch with Canadian exporters of liquors, jams, sweets, dried fruits, colonial goods, chocolate, soap, etc.

927. **Foodstuffs.**—An old established firm in Rome desire to hear from Canadian firms wishing to do business with Italy in foodstuffs.

928. **Foodstuffs.**—A Milanese house desires to hear from Canadian firms exporting foodstuffs.

929. **Dried and fresh fruit, dried vegetables.**—A Milan firm would be glad to hear from Canadian firms dealing in dried and fresh fruit and dried vegetables.

930. **Preserved fruits, canned fish.**—A Milanese house are anxious to secure an exclusive agency for the whole of Italy for preserved fruits and canned fish.

931. **Colonial products: Canned fruits, fish, etc.**—An important firm in Milan would be glad to import from Canada the foregoing products.

932. **Confectionery.**—A commission agent in St. John's, Nfld., asks for the names of Canadian manufacturers of marshmallows and one-cent candies.

Hardware Letter Box

STERLING FOOD CHOPPERS

J. H. Slater, Esq., Ridgetown, Ont.—What is the name of the maker of Sterling Food Choppers?

N. R. Street & Company, Rochester, N.Y., make a food chopper by this brand. —Ed.

HAND LEVER PUNCHES

Geo. H. Dahmer, Esq., Conestogo, Ont. —Who are the manufacturers of hand lever punches for punching holes in heavy band iron, etc.?

The following are manufacturers of the kind of punch you refer to: Pratt and Whitney Co., Dundas, Ont.; Brown Boggs Co., Hamilton, Ont.—Ed.

GOLD WINDOW LETTERS

Dundas Bros., Cobourg, Ont.—Please give us the name of some firm in Toronto who handles gold window letters?

J. E. Richardson, 147 Church Street, Toronto, Ont., could supply these.—Ed.

EGG CRATES

Cunningham Hardware Company, New Westminster, B.C.—Please give me the address of Canadian manufacturers of egg crates.

The following list of manufacturers make crates of this sort: Wm. Cane & Sons Co., Newmarket, Ont.; E. B. Eddy Co., Limited, Hull, Que.; Otterville Mfg. Co., Limited, Otterville, Ont.; Canada Foundry & Forgings, Limited, Brockville, Ont.; Wakyte Mfg. Co., Ltd., Winnipeg, Man.; Canada Wood Specialties Co., Limited, Orillia, Ont.; Jas. Neill & Sons, Limited, Fredericton, N.B.; Forest Basket Co., Limited, Forest, Ont.—Ed.

OIL CAN TAPS

E. T. Wright Co., Ltd., Hamilton, Ont. —Where could we purchase oil can taps manufactured in Canada?

The following make taps of this kind: James Morrison Brass Mfg. Company, Toronto; Empire Mfg. Co., London, Ont.; Wolverine Limited, Toronto; H. Mueller Mfg. Co., Sarnia, Ont.; Wallaceburg Brass & Iron Mfg. Co., Wallaceburg, Ont.; Canadian Brass Mfg. Co., Limited, Galt, Ont.; Taylor & Arnold Limited, Toronto, Ont.; Penberthy Injector Co., Limited, Windsor.—Ed.

ONWARD MFG. CO.

Martin, Finlayson & Mather, Limited, Vancouver, B.C.—Please advise us the address of the Onward Sliding Shoe Mfg. Co.

The company's present style is the Onward Mfg. Company and their address is Kitchener, Ont.—Ed.

METAL MARKING INK

Norman Kydd, Esq., Vancouver, B.C. —Where can I procure metal marking ink suitable for marking tools, etc.?

The S. S. Stafford, Inc., 9 Davenport Road, Toronto, Ont.—Ed.

THE OIL INDUSTRY

The oil industry, according to the views of two prominent Standard Oil men, A. C. Bedford, chairman of the board of directors of the Standard Oil Co. of New Jersey, and Col. R. W. Stewart, chairman of the directors of the Standard Oil Co. of Indiana, is at the beginning of a period of unprecedented expansion and development.

BUILDING LAW STANDS

Sarnia.—Sarnia's original building by-law will stand as it is now. The word of the Building Inspector will be final in all issues and discussions on buildings in the Imperial City.

Catalogues and Booklets

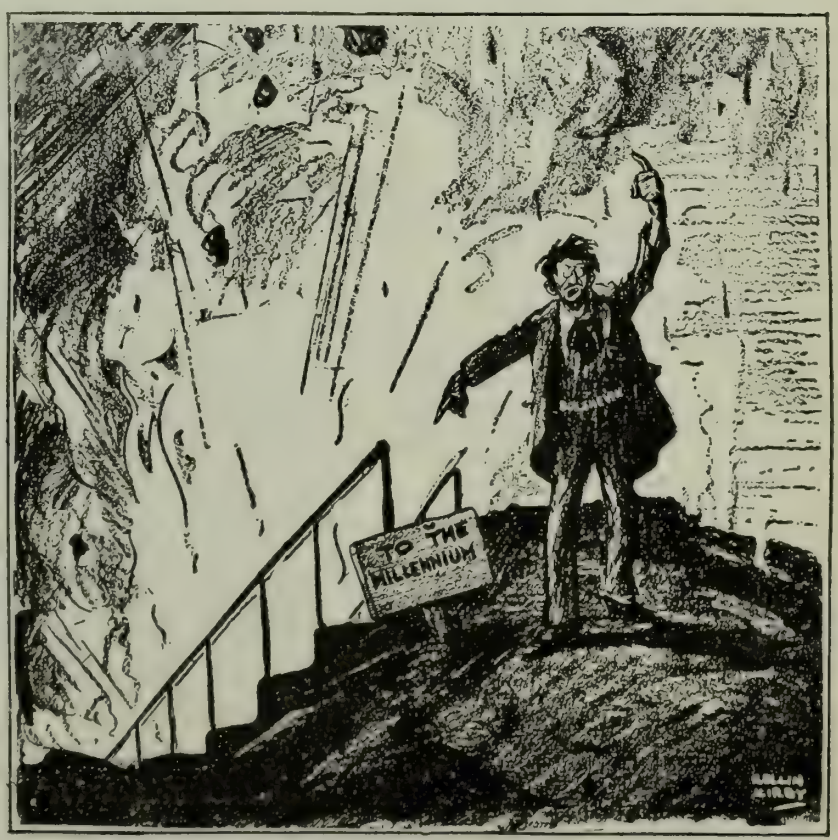
Towe & Towe, London, Ont., have issued a very attractive automobile accessory and hardware catalogue containing 22 pages, well gotten up on the loose-leaf system and permits of easily adding more pages, etc. The catalogue covers many lines of accessories, including patches, anti-rattlers, locks, air check, fabric, patching, grinding compound, jacks, and tools of many kinds, also polishes, tire removers, piston rings, and many other lines. Readers of HARDWARE AND METAL may have copy of this on request from the manufacturers.

The Hall-Zryd Foundry Co., Ltd.

The Hall-Zryd Foundry Company, Limited Hespeler, Ont., have issued a very attractive booklet on their Pilot Pipeless furnace. This book contains 15 pages and the illustrations contain many sectional cuts showing the special features of the furnace, such as the principle of operation, how the heat travels from room to room, how one register does the work, and also many other explanatory features about the furnace. There is also a table giving sizes made, as well as the dimension of the parts and the estimated heating capacity per cubic feet. Readers of HARDWARE AND METAL may have a copy of this booklet from the manufacturer on request.

Canadian General Electric Co.

Canadian General Electric Company, Toronto, Ont., have issued a very attractive broadside. The cover has the slogan, "Do It Electrically," and also shows numerous household electrical conveniences. There is also a white space left for the dealer's name. One page is solely devoted to electric fans and brings out many good selling points. Lists of the branches of the company are also shown, while one page is devoted to reproductions of ads. which are suggested to help the dealer. Altogether it is a very neat circular and may prove interesting to those interested in this class of goods. Readers of HARDWARE AND METAL may have copies from the manufacturers on request.



—Kirby in the New York "World."

POINTING THE WAY

NEW HARDWARE GOODS

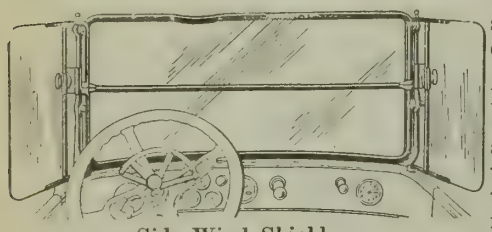
OFFERED TO CANADIAN HARDWAREMEN

Side Wind Shield

The Perfection Windshield Co., Indianapolis, U.S.A., are offering to the Canadian trade their side wind shields for automobiles and which they state will keep snow, rain, dust and wind from striking the passengers in the car, and also prevent the back draught from annoying pasengers.

The manufacturers have the following to say regarding their product:

Perfection Side Windshields consist



Side Wind Shield

of two auxiliary windshields, which are clamped securely to either side of the regular windshield. They make a solid assembly and will not rattle. The clamping device is designed to permit of an easy adjustment of the side windshields to any desired position.

When in the protection position they prevent the back draught from striking the backs of those riding in the front seat, and at the same time afford protection to those who ride in the tonneau. In this position, the auxiliary windshields also keep out snow, rain, dust and insects. Another feature is that drivers find they can get away from the use of front curtains. When desirable, in warm weather, the side windshields may be adjusted to admit air, without slowing or changing the pace of the car. The manufacturers also claim that the metal parts are made of a good quality of stamped steel, the glass is supported in metal channels at both top and bottom in such a way as to eliminate breakage from vibration, bumps in the road or any similar rough usage. The metal parts are finished in either black enamel or nickel plate, consisting of zinc, copper and nickel to overcome the possibility of rust.

Transmission Band Adjuster

A new automobile accessory has been placed on the market by Mattauch & Strong Co., 207 Sixth Ave., Des Moines, Iowa. The new accessory is called the Strong Transmission Band Adjuster, which the manufacturers state is a practical, essential and convenient device for adjusting and tightening the bands of Ford cars and will eliminate accidents caused by loose brakes.

Other features pointed out by the makers are that the brakes may be adjusted in a very short time, the new way eliminating the possibility of dirt wrenches, or other articles dropping into the crank case, which frequently cause such long delays. In tightening the transmission bands, the new system avoids getting them too tight or causing them to become glazed or baked on the surface and allowing them to slip or chatter as a result.

The manufacturers also claim that the life of the transmission bands are lengthened by keeping the brakes properly adjusted and that wear and tear on the tires will also decrease. They also state that these adjusters are made from cold rolled steel, each being turned down on lathes so as to be exact, the pins being pressed in by power press so as to avoid the possibility of them dropping out. The washers are a special designed lock washer, made from a good quality material.

To instal, the makers give the following instructions: Remove six transmission cover screw; take off Ford band adjusting unit; pull out pedal and shaft;

Transmission Band Adjuster

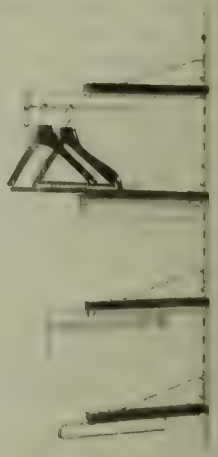
remove pin from shaft and shaft from pedal; file a shallow notch in outside of pedal to engage pin in band adjuster; insert Transmission Band Adjuster; put on washer and nut furnished. To operate, raise foot-board and turn the adjuster to right to tighten—to left to loosen.

Closet Garment Fixture

A new style of garment hanger is being offered the trade by the Barney Moore Company, Inc., State and Lake Building, Chicago, Ill. This new style of garment fixture goes under the trade name of The Rite-Way System, and is composed of a heavy channel bar with a sliding fixture which has a rail attachment for holding the garments.

It is made of solid steel, nickel plated and polished, is easily adjusted to closet shelves of any size or shape. It also has hard fibre rollers to minimize friction and eliminate noise, say the manufacturers.

It is also claimed by the makers that this system allows the hanging of twice the quantity of clothes in a wardrobe closet, on account of the systematic arrangement of the device. Another feature pointed out by the manufacturer is that the fixture may be drawn out of the



Garment Fixture

closet into the light, so that any particular garment desired may be readily selected and for this purpose a special attachment has been designed to prevent the garments from falling off the hanger. They also state that this system eliminates the annoyance of removing several garments to find the one desired and protects the clothes from mussing and crushing and that a neater closet arrangement may be attained.

Transveyor Brake Attachment

The Cowan Truck Co., Holyoke, Mass., state that they have recently made improvements on their transveyor truck brakes and describe the brake attachment for their transveyor as follows:

There is a pendant swinging from the bracket on the transveyor handle and when it is desired to apply the brake this pendant is allowed to engage in the casting, which is fastened to a strip of spring steel lined with raybestos. In practical use when it is necessary to apply the brake, all that is required of the operator is to press down on the handle. And the greater the downward pressure brought to bear in this manner the greater is the braking effect.

When use of the brake is not desired the pendant is swung up out of the way and is held to the handle by a spring clip in order not to interfere with the operation of the truck.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

MARKETS AT A GLANCE

THE price tendency on nearly all hardware lines is still upward and advances on many important basic lines have again been made this week. Carpet and cut tacks have been revised upwards; clout nails are also higher. Enamelled, galvanized, japanned and tin wares are also included in the list of higher revisions. Other lines that have new higher prices are stove pipe wire, stove pipe and elbows, flat and round head iron screws, valves, lubricators, brushes, pine pitch, carpet beaters, wood jacketed oil cans, building paper, veneered wood chair seats, steel wool, lamp burners, children's cycles, rifles and shot guns, wheelbarrows, sand paper and spading forks. Turpentine and linseed oil has declined in some localities.

A number of important amendments are being made in the application of the new taxation according to the announcement of the Minister of Finance. According to the new ruling the tax will be made on the amount in excess of exemptions stated instead of taxing the total value.

The difficulty of securing sufficient supplies continues to be the chief drawback to all concerned and jobbers state that their stocks are gradually dwindling and few replenishments are coming forward. This may be partly due, however, to the recent tie-up of the American railroads, and it is stated that the congestion has not yet been overcome and some shipments have been on the road for a long period.

There has been considerable rain throughout the Western provinces and considerable drought has been reported in some localities. Collections continue to come forward freely, and finances of the consumer do not seem to have been affected by the tightening up of loans.

MONTREAL MARKETS

MONTREAL, June 10.—Prices have not only firmed on many commodities but they are definitely advanced in numerous instances. Shoe threads are up 5 per cent. Packing has advanced, for the genuine Rainbow grade, to 75c per lb. An advance of about ten per cent. is looked for on shoe findings. Tack discounts are changed and the prices, in consequence, are higher. The packing charges are also higher. Stove pipe wire is up, and stove pipe and elbows are also higher in price. Screws are revised, the discounts now applying making prices higher all round. Jenkins' valves are now on a list basis. Nearly every kind of brushes are marked higher. Pure pine pitch is much higher. Carpet beaters of ordinary grade are advanced this week. A twenty per cent. advance has been made for lubricators. Nails are very firm, but are still holding at $5.85 per keg. They are extremely difficult to obtain. Solders are lower through a gradual decline in the price of pig tin. Various wares such as galvanized tubs, pails, shovels, etc., are marked higher. Ingot metals are decidedly quiet and some are rather softer. Considering the difficulties of obtaining goods, business is remarkably good, particularly for seasonable summer merchandise.

Advance Is Made For Shoe Thread

Montreal.

SHOE THREAD.—Prices are marked up on shoe thread. Both Barbour's and Acadia are increased in price 5 per cent.

Packing Has Advanced to 75 Cents Pound

Montreal.

PACKING.—Higher prices are now quoted on rubber packing, genuine Rainbow now selling at 75 cents per pound.

Ten Per Cent. Increase Made on Shoe Findings

Montreal.

SHOE FINDINGS.—A change in the list of shoe findings is being made this week, although definite lists are not yet printed. An increase of about 10 per cent. is looked for.

Tack Prices Have Been Moved Upward

Montreal.

TACKS.—An advance has been made in jobbing circles owing to an increase by the manufacturers for tacks. The former discount of 70 per cent. has been superseded by one of 60 and 15 per cent.

EXTRAS, for packing, have been advanced, and these are as follows: 1, 5 and 10 lb. papers, $2 per 100 lbs. net; half pound, $3; ¼ lb., $4, and ⅛ lb., $5.

Advance Is Made on Stove Pipe Wire

Montreal.

WIRE.—Stove pipe wire is now revised to higher level, and No. 18 is selling at $10 per 100 pounds, and No. 19 at $19.50.

Jenkins' Valves Are Now on Net List Basis

Montreal.

VALVES.—An advance has been made in the price of Jenkins' patent valves, which are now selling on a net list basis.

New Range Discounts Advance Screw Prices

Montreal.

SCREWS.—Revised discounts have moved screw prices upward this week, and the following discounts are being quoted: Flat head, bright, 70 per cent.; oval head, 67½ per cent.; round, 67½

Scarcity of Sheets and Plates World Wide —Should Buy Sparingly

In the memory of some of the oldest merchants, iron and steel sheets and plates were never so scarce or deliveries more uncertain for such a period of time as at present.

A. T. Enlow, president of the Dominion Sheet Metal Corporation, Ltd., Hamilton, Ont., in discussing the whole situation with HARDWARE AND METAL, stated:—

The whole world is short of sheets, but particularly are stocks in Canada depleted now. The automobile interests have had their fill while others waited, and now a better supply may reasonably be expected to flow again in accustomed channels, but at what price is a matter of conjecture.

It is, perhaps, a somewhat trite statement to make, but nevertheless true, that one cannot with any accuracy foretell coming tendencies in the steel world, and particularly as to black and galvanized sheets.

Will Production Increase?

The market will undoubtedly be most largely influenced and governed by events occurring in the United States, and if there was any considerable production for a decent period I am quite confident that United States sheet prices would recede.

The question remains—Will production resume in large volume, or will strikes, embargoes, laziness, politics, and innate "cussedness" continue to hamper and reduce it?

Buy Sparingly

I am still of the opinion that at present "topnotch" prices one should buy only for immediate and reasonably sure resale and let the future take care of stock at prices which will certainly be much less than at present.

Play the Game

It is not wise, however, to miss a sale and a profit, however high the price may be, and people must have a certain amount of steel sheets to enable them to "carry-on." Play the game, but don't get "caught napping" off the base.

per cent.; flat head, brass, 55 per cent.; oval head, brass, 52½ per cent.; round head, brass, 52½ per cent.; flat head, bronze, 50 per cent.; oval head, bronze, 47½ per cent.; round head, bronze, 47½ per cent.

Various Brushes Have Moved Higher

Montreal.

BRUSHES.—An advance of 5 to 10 per cent. is being made this week in various lines of brushes, including paint, varnish, scrub, horse, clothes brushes, etc.

Pure Pine Pitch Sells at High Price

Montreal.

PITCH.—Pure pine pitch has been advanced in price owing to the various factors of limited transportation, short stock as a consequence, and increasing prices at point of production. Present price per barrel on pure pitch, $14.25.

Increased Prices For Carpet Beaters

Montreal.

CARPET BEATERS.—An advance is made for ordinary carpet beaters, and No. 1 are selling at $1.25 per dozen, and No. 3 at $1.60.

Lawn Mowers Firm; Best Grade in Demand

Montreal.

LAWN MOWERS.—There has been an exceedingly good demand for lawn mowers this year. Jobbers report, however, that the higher grades and more costly machines are in demand. Prices are naturally very firm although there has been no actual change during the week.

Lubricator Prices Show 20% Advance

Montreal.

LUBRICATORS.—Improved standard lubricators have advanced about 20%. The following prices are now effective: Half pint, each $14; one pint, $17; two pints, $21. Polar, one-third pint size, each, $11; half pint, $11.50.

Nail Prices Strong; Limited Supplies

Montreal.

NAILS.—While no improvement is noted in the wire nail situation, prices have held without change during the week. There has been some agitation tending to an advance, but manufacturers as well as jobbers are endeavoring to hold off any increase as long as it is possible, they state. It is stated that the cost of production is very close to the present selling quotations, which are for standard wire, $5.85 per keg, and for cut nails, $6.35.

Steel and Iron Bars Firm and Are Active

Montreal.

IRON AND STEEL.—The market is active and steel and iron bars are selling well for this season of the year. The tendencies are firm, of course, but no advances are suggested this week. It has been more or less difficult to procure the necessary sizes and quantities wanted.

IRON AND STEEL

Iron finish machinery steel		$4 95
Norway iron	13 50	15 00
Single reeled machinery steel		6 50
Spring steel		5 50
Sleigh shoe steel		4 90
Tire steel		5 10
Toe calk steel, per 100 lbs.		5 80
Band steel		5 80
Harrow tooth steel		5 05
Mining tool steel, per lb.		0 24½
Black diamond tool steel, per lb.		0 24½
Black diamond cast steel, per lb.		0 24½
Common bar iron, per 100 lbs.		4 55
Refined iron, per 100 lbs.		5 55
Mild steel		4 90

3-16 and thinner flats in iron or steel take extra 50c. per 100 lbs. over base and regular extra.

Scarcer Than Ever Are Black Sheets

Montreal.

SHEETS AND PLATES.—There is great difficulty in obtaining the necessary supplies of steel sheets. This is particularly the case with black sheets, and the man who wants them has invariably to pay a premium over the nominal market quotations. Galvanized sheets may be had in some gauges, but the market is nominal there, too.

BLACK SHEETS—		
10 gauge		9 00
12 gauge		9 05
14 gauge		9 10
16 gauge		9 35
18-20 gauge		9 40
22-24 gauge		9 45
28 gauge		9 50
GALVANIZED SHEETS—		
26 gauge		9 50
U.S. Standard—		
10¾ gauge		12 50
28 gauge		12 10
26 gauge		10 75
22 and 24 gauge		11 55
20 gauge		11 55
18 gauge		11 55
16 gauge		10 25
English Standard—		
26 gauge		12 25
28 gauge		12 50
24 gauge		11 65
22 gauge		11 30
18 and 20 gauge		10 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Solders Are Lower Owing to Decline of Tin

Montreal.

LEAD PRODUCTS.—Owing to the fluctuations on tin, and particularly owing to declines that have been made within the past short while, solders have declined and are now selling two cents below previous prices. This applies to bar solders, and the wire solder list has also been appreciably reduced. Revised quotations will be found below.

Lead pipe, per 100 lbs.	....	17 00
Lead waste, per 100 lbs.	....	18 00
Note.—Lead pipe is subject to a discount of 10%.		
Lead traps and bends		List plus 30%
Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 14
Lead sheets, 3 to 3½ lbs, sq. ft., lb	....	0 13¼
Do., 4 to 8 lbs., sq. ft.	....	0 13
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.		
Solder, guaranteed, lb.	....	0 42
Solder, strictly, lb.	....	0 40½
Solder, strictly, commercial	....	0 37½
Solder, wiping, lb.	....	0 36
Solder wire (8 gauge)—		
40-60	....	0 39¼
40-55	....	0 42½
50-50	....	0 45¼
Zinc sheets, casks	....	0 16½
Do., broken lots	....	0 17

Sales of Cordage Still Satisfactory

Montreal.

ROPE AND CORDAGE.—Prices are steadily held on cordage without change. There has been a satisfactory volume of trade and the manufacturers have some difficulty in getting shipments forward. Prices are: Pure manila, per pound, 35½ cents; British and Beaver manila, 28 cents, and sisal, 22½ cents.

Firm Coal Oil and Gasoline Markets

Montreal.

COAL OIL, GASOLINE.—Prices have been very firm on coal oil since the advance, and there is nothing to indicate any condition but a strong one. According to grades, prices range from 29 to 31 cents per gallon. Gasoline is an active seller and the importers are taxed in supplying this demand. Gasoline is quoted at 38½ cents per gallon, motor grade, others selling up to 44½ cents. The market is active and strong on auto lubricating oils.

Stove Pipes Higher; Elbows Go Up As Well

Montreal.

PIPES AND ELBOWS.—Stove pipes have been advanced in price again, the 6-inch selling at $22.27 per one hundred lengths, and 7-inch at $23.87. Elbows of 6-inch diameter are $3.75 per dozen, and 7-inch, $3.

Some Wares Higher; Stoves Very Firm

Montreal.

WARES AND STOVES.—Galvanized buckets have advanced in price and are selling to the trade at these prices: Flaring pattern pails, 11-quart, per doz., $6.45; 12-qt., $7.25; 13-qt., $8.25, and 14-qt., $9.60. Dufferin pattern, 12-qt., $5.80; 14-qt., $6.45, and 16-qt., $7.40. Galvanized tubs are priced, for the ordinary grade, No. 1, per dozen, $18; No. 2, $19.60; No. 3, $22.35.

FIRE SHOVELS.—No. 56 are priced at $1.45 per dozen; 57, $2.40, and 70, $1.05.

WOOD JACKETTED OIL CANS.—Five-gallon size are selling at 90 cents each; I. C. flaring pails, 10-qt. at $3.60 per dozen.

Old Materials Are in Quiescent State

Montreal.

OLD MATERIALS. — Market conditions have been of a very quiet nature for several weeks and the volume of trade here is confined within small and limited bounds. Prices have been quite unchanged, but have tended to soften, and there may be revisions downwards in most of the lines. The absence of buying activity on the part of the large manufacturers has served to cause a feeling of uninterestedness on the part of old material buyers, for the outgo to these manufacturers is limited.

Dealers' Buying Prices.

Automobile tires	0 02½	0 03
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 08	0 09
Scrap zinc	0 07	0 08
Lead, heavy	....	0 07¾
Lead, tea	....	0 03½
Light copper	....	14 50
Heavy copper	....	18 00
Wrought iron, No. 1, per gr. ton	....	22 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	16 00
Stove plate, per ton	....	30 00
Heavy melting steel	....	22 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00
Machinery, cast (ton)	35 00	37 00

Ingot List Is Dull; Pig Tin Is Lower

Montreal.

INGOT METALS. — Altogether the whole list is a dull one, there being but a limited sale for various ingots. There is a decided softening in tin prices.

COPPER.—The price on electrolytic is now 24 cents, and that for casting 23½ cents. Trading is limited and there is said to be somewhat of a scarcity locally.

TIN.—London markets have been easing for a long time. The local demands are but limited, and price this week is 61 cents per pound.

ANTIMONY.—At 12½ to 13 cents there is some trading, but this is limited

ALUMINUM.—Still quoted at 35 to 38 cents, with sales light.

SPELTER.—The quoted basis here, for this, is 11 cents, and a fair though limited trading is effected.

LEAD.—Pig lead is in rather a peculiar position. London markets are easier but Trail lead is being held quite steadily. Price 10¼ cents.

TORONTO MARKETS

TORONTO, June 10.—The price tendency on hardware commodities continues upward and higher prices have again been made on important hardware lines. enamelled, tin, galvanized and japanned wares have been marked up about 5 per cent. to 10 per cent. Carpet tacks also have higher prices by a lowering of the discount. Stove pipe wire has advanced $1 per 100 lbs. Excelsior brand spading forks have also been advanced. Sand paper prices are higher and navvy wheelbarrows also cost the dealer more.

The demand for nearly all hardware commodities continues to be a heavy one and jobbers and manufacturers state that the shortage of raw material, as well as the finished product, is causing much concern and little hope is held out for immediate relief of the situation. However, lines that are available are moving very satisfactorily.

Freight shipments over the United States railroads are not coming forward as promptly as might be expected. This, however, is mainly due to the recent embargo which was the cause of badly congested shipping centres. Many are hoping this situation will soon be relieved, as numerous firms state they have considerable freight tied up in transit and their customers are in urgent need of the material.

The proposed amendments to the recent tax legislation may cause some confusion; and many lines will again be involved when the amendment becomes effective.

Collections continue to come forward very freely.

Navvy Wheelbarrows Now Cost $67 Doz.

Toronto.

WHEELBARROWS are among the lines that have been revised upwards this week and will now cost the dealer more. The navvy with the steel wheel has been marked up to $67 per doz., while the garden will now cost the dealer $59.40.

Sand Paper Prices Have Been Marked Up 10%

Toronto.

SAND PAPER has again been revised

WARES ADVANCE.—Nearly all lines of wares have again been revised upwards. The new prices embrace nearly all lines, although some lines have not been advanced to the same extent as others. The new prices are said to be due to the great shortage of raw materials. Iron and steel, in nearly all shapes and gauges, is daily becoming harder to procure, it is stated.

The advance on enamelled ware is approximately 5 per cent., although some lines have been marked up 7½ per cent. Stamped wares are also higher. Below is a list of the new quotations:

Britannic, advance 55%.
Scotch Grey Ware, 45%.
Colonial, 15%.
Imperial Ware. 15%.
Pearl, 15%.
Premier, list, plus 17½%.
Canada Ware, list, plus 17½%.
Crescent, 45%.
Diamond, plus 17½%.
White Ware, 35%.
Japanned Ware, list, plus 25%.
Japd. Ware, White, list, plus 35%.
Plain and Japanned Sprinklers, list, plus 25%.
Stamped Ware, plain, 40%.
Stamped Ware, retinned, 33 1-3%.
Copper Bottoms, plus 35%.
Tinners' Trimmings, plain, 33 1-3%.
Tinners' Trimmings, retinned, 33 1-3%.
Tinners' Trimmings, general, list plus, 40%.
Factory Milk Cans, list, plus 60%.
Milk Can Trimmings, list, plus 75%.
Cream Cans, list, plus 40%.
Railroad Cans, list plus, 33 1-3%.
Sheet Iron Ware, list, plus 45%.
Pieced Ware, ordinary, list, plus 60%.
Pieced Tinware, C.B., list, plus 80%.
Fry Pans, Acme, 10%.
Fry Pans, Quick Meal, plus 25%.
Spiders, steel, plus 25%.
Fire Shovels, japanned, list, plus 45%.
Steel Sinks, galvanized, list, plus 35%.
Steel Sinks, painted, list, plus 35%.
Light Galv. Pails and Tubs, list, plus 45%.
Heavy Galv. Pails and Tubs, list, plus 35%.
Hollow Ware, add 30%.
Garbage Pails, list, plus 30%.
Jap. Coal Hods, list, plus 60%.
Galv. Coal Hods, list, plus 75%.
Paper Lined Boards, 20%.
Wood Lined Boards, 5%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 50%.
Copper Tea and Coffee Pots, list, plus 50%.
Stove and other Pipe, list, plus 75%.
Stove Pipe Thimbles, 40%.
Stove Pipe Elbows, black and galv., list, plus 45%.

upwards, the new advance will be approximately 10 per cent. over former prices. The reason given for the change is the higher cost of paper, although other factors have a bearing on the matter.

Garden Hose, Fittings, Etc., Are in Great Demand

Toronto.

GARDEN HOSE continues to have a good demand and good volume is moving. Manufacturers are concerned for the future if the present demand keeps up, as they state they are very busy and find difficulty in keeping up with the requirements of the heavy orders that are coming in. The present quotations on some of the better known lines are as follows:

Garden Hose—½ x 3, 14½c per foot; ¾ x 3, 19c; ½ x 4, 16c; ¾ x 4, 21c.
Corrugated—½, 23c per foot; ⅝, 26c; ¾, 29c.

Wire Nail Scarcity Still Prevails

Toronto

WIRE NAILS.—The situation which has developed in wire nails has shown little relief, and wire nails are still very hard to procure, it is stated. Jobbers state that the mills are booked up so far ahead with orders that they are unable to place orders for immediate delivery. If the amount of building being done this year is as heavy as predicted, it is stated that there may be a famine for wire nails. However, it may be that the manufacturers will be able to find some way to solve the difficulty and catch up with their orders. The present quotations are very firm and wire nails are quoted at $6.10 per keg base and $6.85 per keg for the cut.

Summer Stoves Are Having Big Demand

Toronto.

STOVES. — No change in price has been made on stoves recently, although the present quotations are very firm. Manufacturers state they are looking for a heavy demand during the coming Fall and are busily engaged preparing for the coming busy season. Summer stoves are having a heavy demand and particularly oil stoves are moving very freely.

A Further Jump in Price Of Stove Pipe Wire

Toronto.

STOVE PIPE WIRE.—The shortage of wire of nearly all kinds has been very pronounced, and stove pipe wire is no exception, it is stated. This may have had an influence on the price and stove pipe wire has been revised to new and higher prices, the new advance being approximately $1 per hundred lbs. The No. 18 now costs the dealer $10 per hundred lbs.; the No. 19 is quoted at $10.50 per hundred lbs.

Rope Sales Brisk; No Price Changes

Toronto

ROPE.—Little hope is being held out for lower prices on rope, even with the removal of the war tax. Manufacturers state their operating cost is such that coupled with other taxes they are required to pay they are practically no better off than previously. The present demand is very brisk and considerable rope is moving. The present prices, while unchanged, remain at firm quotations and are as current quotation pages.

Spading Forks Have New Price of $15.50 Per Doz.

Toronto.

SPADING FORKS of the Excelsior brand have been revised upwards and a new higher price of $15.50 per doz. is now being quoted.

Carpet Tacks Have Again Come Up For Revision

Toronto

CARPET TACKS.—New and higher prices have again been made on carpet tacks, the new quotation now being 60 per cent. and 15 per cent. discount from the list in place of a former 70 per cent. discount from the list.

Clout Nails	Blued Lb.	Tinned Lb.
⅜ in.	0 32	0 35
4 8 in.	0 26	0 30
⅝ in.	0 25	0 29
6/8 in.	0 25	0 29
⅞ in.	0 24	0 29
1 in. and larger	0 23	0 28

Corrugated Sheet Prices Firm, Supplies Scarce

Toronto.

CORRUGATED SHEETS.—The market for this commodity is considerably disrupted, and manufacturers state they continue to have great difficulty in securing sufficient flat sheets, and while it is true that small shipments are coming, it is stated that these are not sufficient to cover the orders that are daily coming forward. The shortage of steel is causing much inconvenience, as well as the shortage of the finished products and the general loss of business and many are hoping for the situation to soon show some relief. Although the present quotations are very firm, they remain unchanged and are as follows:

	Per 100 square feet	
Corrugated Sheets –	Gal'zd.	Painted
No. 28 gauge	$10.50	$ 8.50
No. 26 gauge	11.25	9.75
No. 24 gauge	16.75	12.00
No. 22 gauge	19.75	15.00
No. 20 gauge	23.50	19.25
No. 18 gauge	30.00	23.75

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Discount, 7½%.

Sheet and Plate Famine Shows no Improvement

Toronto.

SHEETS AND PLATES.—The lifting of the embargo has shown little relief for the famine on sheets and plates which has prevailed, and manufacturers and jobbers state that shipments are coming in very slowly. This may be the case on account of the congestion caused by the recent embargo and some are not looking hopefully for any quantity of sheets to arrive for some time to come. In fact, one jobber stated that the orders that were the last to go in are still the

first to come out, and it is believed that these are carried right straight through rather than mixed up with those already congested at the different terminals.

Owing to the great shortage which is prevailing, the following prices are quoted merely as a guide, as it is stated that very few could supply a full list of sizes, and it is often they find it necessary to pay premiums over these quotations, especially when the jobbers find it necessary to go into the local markets in order to secure stocks to fill their orders.

BLACK SHEETS

14 gauge	....	$8 95
16 gauge	....	9 00
18-20 gauge	....	9 45
22-24 gauge	....	9 50
26 gauge	....	9 55
28 gauge	....	9 65
3-16 inch plate	....	9 75
¼-inch boiler plate	....	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier		Apollo	
10¾ oz.	$12 00	$11 50	$12 00	$12 25
U.S. 28	11 45	11 70	11 45	11 85
U.S. 26	11 15	11 40	11 15	11 55
22 and 24	11 00	11 25	11 00	11 40
18 and 20	10 70	10 95	10 70	11 10
16	10 70	10 95	10 70	11 10
12 and 14	10 55	10 20	10 55	10 95

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Boiler Tube Prices Firm; Stocks Getting Low

Toronto.

BOILER TUBES. — The recent embargo on the United States railroads and the present congestion of freight as a result of the tie-up has had a tendency to cause light warehouse stocks of boiler tubes. This is due also to the shortage of skelp, it is stated, and it is believed of some that scarcity in boiler tubes may be the result. The present demand has slackened off somewhat, although fair quantities continue to move.

Jobbers state it is often necessary for them to go into the market and purchase boiler tubes at a premium in order to fill their orders; especially is this so of special sizes, and for this reason the present quotations are more or less nominal:

BOILER TUBES—	Seamless	Lapweld
1 inch	$2[illegible] 00	.....
1¼ inch	32 00	.....
1½ inch	33 00	.....
1¾ inch	35 00	30 00
2 inch	34 00	30 00
2¼ inch	38 00	33 00
2½ inch	47 00	37 00
3 inch	53 00	47 00
3¼ inch	.....	54 00
3½ inch	70 00	49 50
4 inch	98 00	64 00

Iron and Steel Bars Firm; Price Unchanged

Toronto.

IRON AND STEEL BARS continue to have a steady demand and large volumes are moving out. The present quotations are very firm. No change has recently been made in the price and no lower prices are looked for at present.

Jobbers state they still have some difficulty in securing bars, although they state they nearly always can manage to get enough to fill their orders and are not suffering from any scarcity. Warehouse stocks are said to be fairly heavy, although it is believed that in the case of replenishments several months are required by the mills to make delivery. The scarcity of coal continues to be a big factor in holding up production and the fact that some mills have had labor trouble may also have been a detriment to production. The present prices are firm and are as follows:

Common bar steel, 3-16 and light	6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and heavier	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 95
Sheet cast steel	....
Mild steel	5 76
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Hoop steel	6 75

Lead and Zinc Products Unchanged; Price Firmer

Toronto.

LEAD AND ZINC PRODUCTS.—The present quotations on lead pipes, waste pipe and sheet lead, etc., continue to hold steady, and if anything the tendency is somewhat firmer. The demand continues to be a fairly heavy one and considerable volume is moving. Solder is also holding steady at the prices quoted below. Little change in price is immediately looked for, although, owing to the fluctuating tendency of the basic materials on the primary markets little surprise would be evinced if this market should become unsettled. The following are the present quotations:

Lead pipe, list, per lb.		0 17
Lead waste pipe, list, per lb.		0 18
Do., over 8 in., list, per lb.		0 19
Lead traps and bends	....	add 30%
Lead wool, lb.	....	0 16
Lead sheets. 4 to 6 lbs., sq. ft., in rolls, lb.	....	0 13
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.		
Solder, wire, lb.	....	0 44
Solder, strictly, lb.	....	0 38½
Solder, commercial, lb.	....	0 36½
Solder, guaranteed, lb.	....	0 44
Solder, wiping, lb.	....	0 36
Zinc sheets, per lb.	....	0 19

Waste Materials Still Show Weak Tendency

Toronto.

WASTE MATERIAL.—The price tendency is still for weaker quotations, although no recent change has been made. No. 1 cast iron and stove plates, which have been very scarce for some time back, are also showing a weaker tendency, and the demand is slackening off, it is stated. It may be with the lifting of the embargo on the United States railroads that prices on these commodities will straighten and the demand again pick up, as the tying up of many industries is believed to be mainly the cause of the present situation. The following are the present prices:—

WASTE MATERIAL

No. 2 busheling	....	13 00
Stove plate, per ton	....	32 00
Yellow brass	....	0 10
Red brass	....	0 15¾
Light brass	....	0 08
Scrap zinc	....	0 06½
Heavy copper	....	0 17
No. 1 machinery cast	....	38 00
Heavy melting steel	....	15 00
Wrought iron, No. 1, per gr. ton	....	15 00
Heavy lead pipe	....	0 06
Old rubbers, boots and shoes	....	0 06
Overseas lumbermen's rubber boots	..	0 04
Bicycle tires	....	0 01½
Automobile tires	....	0 03
Heavy lead pipe	....	0 05¾
Tea lead	....	0 11

Metals Have a Light Buying Movement

Toronto.

INGOT METALS. — A light buying movement is prevailing on this market for ingot metals and the tendency of nearly all metals is downward, although no changes have been made in the prices this week.

ANTIMONY stocks remain light and the price tendency is somewhat weaker, although no change has been made, 15 cents per lb. still being the quotation.

TIN has shown declines in the primary markets, although the increase in exchange rate offsets this decline and local quotations are unchanged, the price still holding at 60 cents per lb.

LEAD.—Little surplus lead is to be found, it is stated. Although the tendency is still downward no change has been made in price, however, this week, and the quotation remains at 10½ cents per lb.

COPPER. — The present market for copper is somewhat duller, although the quotation remains unchanged and is holding at 24 cents per lb.

ALUMINUM shows little demand, the quotation of 37 cents per lb. still holding.

SPELTER.—A weak tendency is still noted for spelter, although the demand is very light. The present price shows no charge and is holding at 10½ cents per lb.

Stove Pipe Prices Re-Adjusted as Below

Toronto.

STOVE PIPES.—The new quotation on stove pipes is: 6 inch, $22.28 per 100 and 7 inch, $23.87 per 100. These prices are for present delivery where supplies are available and are not booking prices. It will be noted that these prices are lower than the prices quoted last week, due to a revision of prices.

LONDON MARKETS

LONDON, June 10.—Many hardware commodities have again come up for revision this week and higher prices on many important lines is the result. Enamelled, galvanized and tin ware have advanced about 5 to 10 per cent. Winchester shot guns and rifles will also cost the dealer more. Carpet and cut tacks, also clout nails, are approximately 12½ per cent. higher in price. Flat and round head iron screws have lower discounts, making an advance on the net price. Go-cycles, Banner lamp burners, steel wool, wood veneer chair seats, carpet and roofing felt, also building paper, all have new higher quotations.

The scarcity of nearly all of hardware is gradually becoming more pronounced and jobbers state they are unable to readily replace many lines. Present quotations are generally very firm and the tendency is still upward. Prices on some lines have been withdrawn and are quoted on application only.

The turpentine and linseed oil situation has shown little imprvement, although it is expected that an early adjustment is at hand and lower quotations are being looked for.

The hardware stores continue to enjoy good business and seasonable lines are all in good demand. Lawn hose and fittings, also garden wares and tools, have been the big sellers during the week. Collections continue to come forward promptly.

Wood Jacketed Oil Cans Now Cost Dealer $1.15

London, Ont.

WOOD JACKETED OIL CANS have been revised upwards this week, and the new price will bring the quotation on this commodity up to $1.15 each.

Flat and Round Head Screws Climb Upwards

London, Ont.

WOOD SCREWS.—Ten per cent higher revision has been made on the price of iron wood screws, the new advance being approximately 10 per cent. higher. The new discount on flat heads is now quoted at 70 per cent. off the list in place of a former 72½ per cent., while the round head is now quoted at 67½ per cent. off the list in place of the former 70 per cent. discount. Blued knob screws are also higher, having advanced 40 cents per gross net.

Veneered Wood Chair Seats Now Cost More

London, Ont.

CHAIR SEATS. — Veneered wood chair seats have been revised to higher prices. This is said to be a direct result of the situation which has developed in wood of nearly all kinds. The labor and other factors also have a bearing on the situation. The following are the new quotations:

14 in., $1.90 doz.; 15 in., $2.15 doz.; 16 in., $2.40 doz.

Building Paper and Felts Have Again Advanced

London, Ont.

BUILDING PAPER.—Further revision has again been made on building and roofing papers of nearly all kinds and in line with former revisions is of a higher nature. There seems to be no indication that lower prices will be made on this commodity, the present indications being that the present price is more liable to hold firm. The following are some of the present quotations:

Plain Paper, No. 2, $1.05 roll; No. 1, $1.50 roll; Tarred Paper, No. 2, $1.22 roll; No. 1, $1.60 roll; Surprise or Stag, $1.10 roll; Tarred Felt, $5.70 per 100 lbs.; Carpet Felt, $9.00 per 100 lbs.

Steel Wool Quotations Are on Higher Level

London, Ont.

STEEL WOOL has also been revised upwards and is solely attributed to the higher cost of producing this material. The new prices are quoted as follows:

Small size pkgs., $1.25 doz.; No. 0 in 1 lbs., 92c lb.; No. 1 in 1 lbs., 80c lb.; No. 2 in 1 lbs., 65c lb.

Banner Lamp Burners Have Been Marked Up

London, Ont.

LAMP BURNERS.—New and higher prices have been made on lamp burners, and the Banner brand will now cost the dealer more. The No. 0 has been revised up to $1.25 per doz. The No. a also is quoted at $1.25 per doz.; No. b is quoted at $1.50 per doz., and the No. d will now cost the dealer $3.15 per doz.

Carpet and Cut Tacks, etc., Have Advanced 12½%

London, Ont.

TACKS.—The advancing cost of iron and steel is having considerable effect on nearly all commodities manufactured from these materials, and this week shows an advance in carpet tacks. The new quotation is about 12½ per cent. higher than formerly and is quoted at 60 per cent. and 15 per cent. off the list. Some of the net prices figured at this discount are as follows:

Net prices figured at 60/15% off the list on some of best sellers.

Blued Carpet Tacks—6 oz., 65c doz. pkgs.; 8 oz., 82c doz. pkgs.; 10 oz., $1.00 doz. pkgs.

Tinned Carpet Tacks—6 oz., 75c doz. pkgs.; 8 oz., 97c doz. pkgs.; 10 oz., $1.18 doz. pkgs.

Cut Tacks—1 oz., 26c doz.; 1½ oz., 34c doz.; 2 oz., 37c doz.; 2½ oz., 39c doz.; 3 oz., 43c doz.; 4 oz., 51c doz.; 6 oz., 72c doz.; 8 oz., 90c doz.; 10 oz., $1.06 doz.; 12 oz., $1.21 doz.; 14 oz., $1.42 doz.; 16 oz., $1.62 doz.; 18 oz., $1.82 doz.; 20 oz., $2.05 doz.

Clout Nail Prices Advance About 10%

London, Ont.

CLOUT NAILS have also been revised upwards and both the tinned and the blued will now cost the dealer more. The following is the list of the net prices:

Clout Nails	Blued Lb.	Tinned Lb.
⅜ in.	0 32	0 35
4/8 in.	0 26	0 30
⅝ in.	0 25	0 29
6/8 in.	0 25	0 29
⅞ in.	0 24	0 29
1 in. and larger	0 23	0 28

Barb and Galvanized Wire Prices Still Withdrawn

London, Ont.

FENCE WIRE.—The scarcity of wire of nearly all kinds continues to be causing considerable inconvenience and wire is holding at high firm prices as a result. The No. 9 galvanized, also barb wire, prices have been withdrawn. The oiled and annealed No. 11 is quoted at $6.37 per hundred lbs., while the No. 12 is quoted at $6.45 per hundred lbs.

Go-Cycles Have Been Revised Upwards

London, Ont.

GO-CYCLES also come up for a higher revision of prices. The two-wheel with the iron wheels are $10.50 per doz. The three-wheel, $13 per doz. The two-wheel rubber-tired are now quoted at $13 per doz.

Putty Quotations Remain Unchanged; Price Firm

London, Ont.

PUTTY.—A firm price continues to hold for putty and for this season of the year a very good sale is noted. The scarcity of whiting and also the linseed oil has been the means of keeping the price very firm, it is stated. The following are the present quotations:

Standard 100-lb. drums, $8.30 per 100 lbs.; 25-lb. drums, $8.55; Pure 100-lb. drums, $10.80; 25-lb. drums, $11.05.

White Lead in Oil Firm; Price Unchanged

London, Ont.

WHITE LEAD IN OIL. — A heavy movement is noted for white lead in oil and the demand seems to be gradually increasing. Corroders seem to be very busy handling the present demand and some jobbers state they have had some delay in receiving their shipments from the corroders, who state they have difficulty in keeping up with the present de-

mand. The pure in ton lots is still quoted at $20.45 per hundred lbs., in less than ton lots $20.80 per hundred lbs. The Elephant brand $20.95 in ton lots per hundred lbs., and in less than ton lots $21.30 per hundred lbs.

Turpentine Very Scarce; Price Unchanged

London, Ont.

TURPENTINE.—The stocks continue to be very light and a famine is prevailing at the present time. Jobbers and importers state that it is almost impossible to get turpentine in sufficient quantities, and any that does come forward has little bearing on the situation. Some have been able to procure small quantities by the use of automobiles and light express shipments, but it is believed that these were mainly for cases of extreme necessity.

However, with the opening up of the railroad transportation again, many are looking for turpentine to come in very freely and that prices will soon ease up a little. The following are the present quotations:

	Imperial gallon
1 barrel lots	$3 80
2 to 4 barrels	3 79
5 gal.	3 95

Linseed Oil Stocks Light; Price Unchanged

London, Ont.

LINSEED OIL.—No improvement as yet has been shown on this commodity and a scarcity still prevails. Although crushers state they have purchased considerable seed, owing to the freight tie-up and congestion, etc., seed is not yet coming in to the mill in large enough quantities to relieve the shortage or affect the price. However, it is believed that this situation will soon be overcome and many are hoping for lower oil prices in the near future. The following are the present quotations:

	Raw	Boiled
1 to 2 barrels, gal.	$2 87	$2 90
3 to 5 barrels, gal.	2 86	2 89
6 to 9 barrels, gal.	2 84	2 87

Less barrels, add 15c gallon.

Scarcity of Wire Nails; No Improvement Shown

London, Ont.

WIRE NAILS.—A big demand continues for wire and cut nails and heavy volumes are moving, although jobbers state their stocks are becoming very light, and are very much concerned for the future, as there seems uncertainty regarding future deliveries. It is believed that the mills are unable to handle the business being offered at present and are booked considerably ahead. However, it is hoped that this situation will adjust itself in the near future. The present quotation on wire nails is $6.10 base and the cut nail quotation is $7.50 base.

Rope Sales Continue Heavy; Price Unchanged

London, Ont.

ROPE.—Jobbers state they are very well satisfied with the present demand for rope and a good volume is moving out daily. Prices continue firm and steady and no longer prices are looked for, at least not immediately, regardless of the dropping of the war tax. It is stated that manufacturing costs and other taxes and conditions will not permit of lowering the price on rope at least at the present time. The following are the present quotations:

	Base
Pure Manila	0 35½
Beaver Manila	0 28
New Zealand Hemp	0 28
Sisal	0 22½

Poultry Netting Firm; Supplies Getting Scarce

London, Ont.

POULTRY NETTING.—A heavy demand continues to be made for poultry netting and a very good movement is noted, although some difficulty has been experienced in securing sufficient supplies and jobbers state their stocks are becoming very low, and that they are unable to state any definite period ahead when they can ship orders on account of the shipments from the mills being so unsatisfactory, and irregular, it is stated. Especially is this true of the one-inch mesh. The present price is very firm and the Canadian two-inch mesh is still quoted at net list, and the one-inch mesh is at an additional 5 per cent. to the list.

Some English poultry netting has been coming in, which may help to relieve the situation. The 24-inch by ½-inch mesh is quoted at $16.50 per roll, the half-inch mesh by 30 inch, $20.25 per roll, and the 36 inch, $24.25 per roll.

Winchester Rifles and Shot Guns Advance

London, Ont.

RIFLES AND SHOT GUNS.—Notwithstanding the previous advances made on firearms of nearly all kinds, some lines have again come up for higher revision of price. Among these is the Winchester brand, and some of the new quotations are listed as follows:

Rifles—Model 1890 x 22 calibre, $46.13 each; Model 1902 x 22, $15.38; Model 1904 x 22, $18.45; Model 1906 x 22, $42.03; Model 1892 x 25/20 cal., rd. bbl., $52.28; Model 1892 x 32, W.C F. rd. bbl., $52.28; Model 1892 x 38, W.C.F. rd. bbl., $52.28; Model 1892 x 44, W.C.F. rd. bbl., $52.28; Model 1894 x 32/40, rd. bbl., $49.20; Model 1894 x 38/55, rd. bbl., $49.20; Model 1894 x 32, Special rd. bbl., $56.38; Model 1894 x 30, W.C.F. rd. bbl., $56 38; Model 1907 x 351, rd. bbl., $90.20.

Shot Guns—Model 1897, take down, 12 ga. or 16 ga., $75.85 each; Model 1897, solid, 12 ga. or 16 ga., $71.75 each; Model 1912, take down, 12 ga. or 16 ga., $86.10 each.

Enamel, Galvanized, and Tinware All Marked Up

London, Ont.

WARES.—New and higher prices have been made on galvanized enamelware and tinware. This is said to be the result of a higher cost of raw material, the shortage of supplies and a higher cost of manufacture as well as other factors, it is stated. The new quotations vary, however, as manufacturers state it was necessary to raise some lines as much as others. The new quotations are as per current quotation pages.

Black and Galvanized Screen Wire Cloth Firm

London, Ont.

SCREEN WIRE continues to have a big demand and considerable black and galvanized are moving. The black painted continues to be quoted at $3.60 per hundred square feet, and the galvanized at $4.25 per hundred square feet.

Garden and Harvest Tools Firm; No Change in Price

London, Ont.

GARDEN AND HARVEST TOOLS continue to have a good demand and a good quantity is moving out daily. The present price continues to be very firm, although no change has been made, the quotation remaining at 50 per cent. and 10 per cent. off the list.

Hose Fittings Sell Well; Some Lines Scarce

London, Ont.

HOSE FITTINGS are also in big demand and the volume moving is said to be very satisfactory to all concerned. Hose nozzles, couplings, etc., are rather difficult to procure, especially in quantities, very few having satisfactory stocks, it is stated. The Canadian Gem nozzle continues to sell at $8.60 per doz. and the American Gem at $12.75 per doz.

Lawn Mowers Have Steady Sale; Price Firm

London, Ont.

LAWN MOWERS. — Jobbers state that their stocks of lawn mowers are inadequate to supply the present demand and state they have difficulty in securing sufficient mowers from the manufacturers, who in turn state they are booked well ahead. The present demand shows little signs of abating, and it is the belief of some that it is becoming heavier if anything. The following show prices on some of the better known lines:

K 8 in. wheel, 3-blade—12 in., $6.55 each; 14 in., $6.80; 16 in., $7.10.

K 9 in wheel, 4-blade—12 in., $6.80 each; 14 in., $7.10; 16 in., $7.35; 18 in., $7.85.

C 10½ in. wheel, 4-blade, plain—14 in., $8.40 each; 16 in., $8.80; 18 in., $9.15; 20 in., $9.95.

BB 10½ in. wheel, 4-blade, ball bearing—14 in., $10 each; 16 in., $10.50; 18 in., $11; 20 in., $11.55.

The following figured net at 25% off list:

Daisy—12 in., $6.19 each; 14 in., $6.75; 16 in., $7.28.

Star—14 in., $8.03 each; 16 in., $8.55.

Woodyatt—14 in., $8.85 each; 16 in., $9.38; 18 in., $9.90; 20 in., $10.43.

Empress, ball bearing—14 in., $11.44 each; 16 in., $12; 18 in., $12.49; 20 in., $13.01.

WINNIPEG MARKETS

WINNIPEG, June 10.—Greater activity occurs in the markets, and many important and well-known hardware lines again appear for revision of price as a result, among which will be found, rifles shot guns, revolvers and pistols, axes, annealed and bright wire, tubular rivets, staples, angle steel, barbed wire, cow bells, fork handles and bull rings. Needless to mention all changing lines show an advance on former prices, a somewhat contradictory attitude for the markets to adopt, in the face of the present rumors that the summit of high prices has been reached and a general reduction of price is to be looked for. It can be safely accepted, however, that such an occurrence seems far from being practicable or probable, the general trend and condition of many of the most important commodities indicating this only too clearly. Further, it can be said in connection with this that unless considerable increase in the output of many important lines can be accomplished within the next few weeks, the increasing shortage, it is said, may tend to create even higher prices than are at present existing. Business continues good, the new taxes as introduced making little noticeable difference to date in business generally, as at first thought probable. Collections also are good.

Rifles and Shot Guns Have New Higher Lists

Winnipeg.

RIFLES AND SHOT GUNS.—Sweeping changes occur among rifles and shot guns by which many well-known makes and styles are higher priced as a result. The new revisions are general, embracing all gauges and calibres, and show an average 7 per cent. increase. Some of the lines affected are: Rifles—Stevens', Remington, Winchester, and Savage. Shot Guns—Smith, Fox, Winchester and Trojan. The wide range covering these lines does not permit the tabulation of sizes, etc. The advance can be accepted as general, however, and embraces all sizes. Advanced cost of raw material is named as the chief cause for the new quotations.

Revolvers and Pistols Join March Upward

Winnipeg.

REVOLVERS AND PISTOLS.—Following rifle and shot gun advances, revolvers and pistols are also repriced, having also upward tendencies to the extent of a 5½ per cent. on old lists. The lines affected are: Iver Johnson revolvers, Colts and Savage automatic. All styles and calibres are included in the advance, the changes as in rifles being general. Advanced cost of raw material again applies as the cause for the new increase, it is said.

Plain Wire Inclines To Higher Levels

Winnipeg.

ANNEALED AND BRIGHT WIRE has further tendencies to advance, the latest change showing a 15 cent raise per 100 pounds over old prices. The demand at present, it is said, is of a heavy character, sufficiently heavy in fact as to make great inroads into the already deplorably low stocks. The new prices show a tendency to firmness, although how long the same will hold is difficult to surmise. To-day's prices are:

Plain Annealed Wire.—Nos. 0 to 9, $7.20; No. 10, $7.26; No. 11, $7.32; No. 12, $7.40; No. 13, $7.50; No. 14, $7.60; No. 15, $7.75; No. 16, $7.90 per 100 lbs.

Plain Bright Wire.—Nos. 0 to 9, $7.45; No. 10, $7.51; No. 11, $7.57; No. 12, $7.67; No. 13, $7.75; No. 14, $7.85; No. 15, $8; No. 16, $8.15 per 100 lbs.

Tubular Rivets Are Re-marked Upwards

Winnipeg.

TUBULAR RIVETS.—An advance occurs on tubular rivets, raising this line a further 30 per cent. on old lists, an exceptionally high figure at first glance, yet one that must be considered as feasible when the present cost of manufacture is taken into consideration. Ruling prices for to-day show:

Copper Tubular Rivets—Sizes ¼ in., $2.60; ⅜ in., $2.85; ½ in., $3.05; ⅝ in., $3.30 per dozen boxes.

Assorted Rivets.—$1.68 per dozen boxes.

Copper Staples Are Also Higher Priced

Winnipeg.

COPPER STAPLES.—Following the new revisions on rivets, copper staples also aviate to the extent of 2 cents per pound on previous prices, the reason for which, it is said, are the high prices at present prevalent in the major market, the condition of which is little to be desired, and at present shows little tendency to change. The new prices are quoted as follows:

Electrical Staples, Copper Wire.—Sizes, ½ in., 19c; ⅝ in., 18c; ¾ in., 17c; 1 in., 16½c per lb.

Angle Steel Prices Are About 14% Higher

Winnipeg.

ANGLE STEEL.—The week's activities also involve angle steel in the list of new prices, showing an advance on this commodity to the extent of a further 14 per cent. on recent lists. The steel situation generally remains very much the same, little increase in output being realized. The present heavy demand is quite seasonable, it is stated, the chief difficulty at present being experienced, it is said, in the inability to secure sufficient supplies to meet the demand. Present prices ruling are:

Angle Steel.—Size ⅜ in., $6.10; 5-16 in., $6.75; ¼ in., $6.75; 3-16 in., $6.75; ⅛ in., $7 per 100 lbs.

New Prices Are Named on Holstein Cow Bells

Winnipeg.

COW BELLS again appear in the changes of the markets and show higher prices to the extent of an approximate 8 per cent. Higher prices now ruling on the basic metals, combined with increased manufacturing costs, is said to be the chief reason for the new advance. Prices appear firm and are as follows:

Cow Bells—Holstein, No. 0, $14.40; No. 1, $12; No. 2, $9.60; No. 3, $7.20; No. 4, $6.60; No. 5, $6; No. 6, $4.80 per dozen.

Slight Decline of Price Is Made on Barb Wire

Winnipeg.

BARBED WIRE.—An important feature occurring in the latest changes is the slight decline of price occurring on barbed wire, the extent of the decrease, although only 20 cents per 100 pounds, is worthy of note in consideration of the repeated and heavy advances of this line in the past, to which can be added the prolonged scarcity of same. Whether or not this unusual change augurs well for future quotations, or whether the same is only a temporary respite, has yet to be ascertained. The ruling prices are now quoted at:

Barbed Wire.—Lyman, Winnipeg, $5.80; Fort William, $5.45. Baker, Winnipeg, $5.50; Fort William, $5.15. Glidden Cattle, Winnipeg, $5.60; Fort William, $5.25 per 100 lbs.

Bull Ring Prices Are Revised Higher

Winnipeg.

BULL RINGS.—New prices advance on bull rings to the extent of 11 per cent., an increase that, although not necessarily heavy in itself, places this line at a high level on account of previous and recent advances occurring. The responsibility of the new increase, it is said, is attributable to present existing conditions prevailing in the major markets, which must eventually and necessarily influence the manufactured article. New prices quote:

Bull Rings.—No. 21, $4.25; No. 51, $3.75; No. 22, $5.50; No. 31, $5.50; No. 51, $4. Bull Snaps, $14.50 per dozen.

Higher Quotation Made on Chopping Axes

Winnipeg.

CHOPPING AXES.—An advance in price occurs affecting single, double bitted and handled axes, which results in a further addition of $1 per dozen to

the old price on a general scale. The latest prices appear firm and steady and are quoted as follows:

Axes.—Single Bitted, weight, 1¾ lbs., $17.25; 2 lbs., $17.25; 2½ lbs., $18; 3 lbs., $19; 3½ lbs., $19; 4 lbs., $19 per dozen.

Double Bitted—Mann's, weight 3½ to 4½ lbs., $24.50 per dozen.

Handled Axes.—Weight 3½ to 4½ lbs., $24.75 per dozen.

Beaver Board Is in Good Demand

Winnipeg.

BEAVER BOARD.—General building activities, it is said, are creating a heavy demand for beaver board; orders, dealers report, are increasing daily, and even heavier business, it is expected, will materialize before the season advances to any noticeable extent. To-day's prices have a tendency to firmness and are quoted at: 500 ft. lots, $49.50; less, $50.50; broken quantities, $52 per 1,000 sq. ft.

Fork Handles Are Higher By a Further 10%

Winnipeg.

FORK HANDLES.—Somewhat sweeping changes occur on fork handles and show among the week's changes an approximate 10 per cent. increase as a result of this change. Very little improvement occurs in the general lumber situation, if any; stocks are low and supplies difficult to procure, with repeated advance of prices. This, it is said, is responsible for the new increase appearing on fork handles, which are quoted at: Hay, straight, 4 ft., $4.20; 4½ ft., $4.70; 5 ft., $5.50; 5½ ft., $6.25; straw, bent, 4½ ft., $5.40; 5 ft., $6.25. Manure, long, $5.75; D, $9.85; with strap and ferrule, $12.85; rake, $5.10; hoe, $4.10 per dozen.

10% Advance Made on Nearly All Wares

Winnipeg.

WARES.—Enamelware, tinware, galvanized and japanned ware all have been revised upwards and will cost the dealer an average of about 10 per cent. more.

Sheet Zinc Marked Up to 25 Cents Per Lb.

Winnipeg.

SHEET ZINC.—Higher quotations have again been made on sheet zinc, the new price having been advanced from 18 to 25 cents per pound.

5% Advance on Tie-out Chains; Road Scrapers

Winnipeg.

TIE-OUT CHAINS have been advanced 5 per cent. as a result of the higher cost of manufacture, it is stated.

ROAD SCRAPERS are also up 5 per cent. over former quotations. The scarcity of iron and steel continues to affect many commodities manufactured from these materials.

PITTSBURGH MARKETS

PITTSBURGH, June 10.—Production of pig iron in May was at the rate of about 35,550,000 gross tons a year, this comparing with rates of 33,650,000 tons in April and 40,050,000 tons in March, the March rate having been the highest since October, 1918. Recovery from the effects of the rail strike and the congestion it produced has been greater than indicated by the mere comparison of the figures, since the rail strike did not greatly affect production until about the middle of April, while production increased during the second half of May. The low point in production may be estimated at somewhat under 30,000,000 tons a year about the third week in April, and the rate at the end of May about 37,000,000 tons. By this time the 40,000,000 ton rate of March is probably closely approached, and before the end of the month that rate may be exceeded, for it is a case now, not of any strike, but of working off the congestion.

Traffic Conditions

The rail strike is practically over, so far as there being left many strikers or "vacationists." The men have either gone back to their own jobs or have secured temporary or permanent work elsewhere, with the exception of groups of men here and there. The railroads may still be undermanned to an extent, in point of numbers, but more important is the point that they have some new recruits, not fully trained to their work. Of much more importance still is the fact that the yards and sidings are congested, and it is slow work making the start to relieve them. After one-third the work has been done, the other two-thirds will be accomplished much more expeditiously.

As to how many cars are out of normal service, either through having gone astray or through still being loaded with freight and not arrived at destination, no estimate can be made, as there is widely variant testimony on this. For instance, of two furnace interests not far apart, one reports that it has a large tonnage of Connellsville coke en route to it, but largely stalled, while another reports that it has very little, hardly as much as the average when traffic conditions are normal.

From all quarters one secures the statement that traffic conditions have been improving, although slowly. There are better supplies of empties all around for loading, but the supplies increase almost imperceptibly from day to day. Movements are somewhat better, and there seems to be more loaded cars received by consignees each day than are dispatched by shippers, but the difference is not very great.

Generally speaking, the steel mills are hardly as yet shipping as much steel as they are making, but there is almost an even break in this respect, and probably there will be within a fortnight. As to moving the accumulated steel, perhaps over 1,500,000 tons all told, that is for the future. There are exceptions, however. One mill is reported to have shipped in the past week twice as much steel as it made, but this is probably a little bit of an exaggeration.

Production

Production of steel, on the whole, has not increased much in the past week or two, but it was not particularly important that it should be, the chief desideratum being to move the steel already accumulated. In the Mahoning and Shenango Valleys, however, where output was greatly restricted, there has been much improvement, and the valleys are now operating, in the matter of making crude steel, at about 70 per cent. of capacity. In the case of the valleys and of some mills elsewhere, not all the steel currently made is being put into material in shape for shipment, as there is accumulation of ingots and of partly rolled steel, it being advantageous to hold steel in such forms rather than carry it to the last degree of finish when it cannot be shipped. As a rule finishing departments can stand some overload, and the partly finished steel can be picked up a little at a time from week to week and carried through.

The rate of steel production may be estimated at about 85 to 90 per cent. of the rate attained in March, which in turn was 85 to 90 per cent. of actual capacity. The percentages refer to steel making rather than steel finishing.

Quiet Markets

The various branches of the finished steel market are quieter, or in other words they are more completely stagnant. There is a moderate volume of business being placed by regular customers of mills for forward deliveries, but this business is chiefly with the Steel Corporation, in whose prices the consumers have confidence on account of their being lower than the independent prices. The independents that are filled with business for from two to four months are not booking a great deal, although they are booking some. As to prompt deliveries, there is now relatively little business done in that line, but there is enough to keep prices from sagging entirely to the price level ruling for deliveries a few months hence. The premiums for prompt shipment are simply declining.

As to cancellations, there are no reports of cancellations except in the case of the automobile trade, which is reported to have cancelled some orders for sheets, also some orders for special grades of cold-rolled steel. Details of these operations are not procurable, but it is quite probable that the cancellations refer to particularly high-priced orders in which deliveries were not made according to contract, the buyers having curtailed their consumption so that they can get along with their regular deliveries, purchased previously at lower prices.

Big Profit in June and July Paint Trade

Enthusiasm of March Should Not Shrink to Indifference in July—Will be More Painting in Mid-Summer This Year Because of Scarcity of Decorators—Many People Doing Their Own Painting Will be Busy During Vacation Months.

THE pep and enthusiasm with which the average paint merchant commences his campaign in March often shrinks to something bordering indifference in July. The warm weather, vacations and a natural business shrinkage all tend toward creating an impression that sales possibilities are diminishing. Yet, if the truth were known, it would be found that many enterprising merchants are able to keep up the peaks in the sales chart which looked so encouraging earlier in the season by just that little extra effort which is often needed to put across a business successfully.

This year conditions are especially encouraging because the inability of the average property owner to secure painters caused him to postpone his decorating until summer. Moreover, because of labor difficulties, many people are doing their own painting—and July being the month of vacations means that much work of this kind will be done during the month.

Picks Up Trade From Other Stores

It is surprising, too, when one sits down seriously to consider new channels of trade, how many there are before him. One merchant, who finds paints and varnishes profitable all the year round, makes it a point each July to pick up new trade among other storekeepers. Strangely, this is a field often overlooked. Nevertheless there are so many surfaces in and about the average retail store which actually require more paint than the average home—for instance, shabby ceilings and walls to be renovated and floors to be varnished or oiled, window backgrounds to be finished up. Then, again, as merchants are coming to realize the importance of neat, attractive stores and well-displayed shelving, there is a field for finishes for decorating the counters and other fixtures. When you call on your fellow merchants, impress upon them the value of painting their shelving a dull black to accentuate the color effect of the labels. Take along other bright hunches of this kind and you will be surprised what trade you can unearth

Then July the first marks the date of reduction in the number of colors of house paint and many important lines. This means special effort will be required, perhaps, to dispose of the odd, discontinued colors.

Planning Future Trade

There is the future trade, too, to consider. July is the month of picnics, outings and other festivities. Some merchants have a regular practice of inviting their customers to a big party at which refreshments, music and some form of entertainment are provided. There is usually a guessing contest. Every youngster gets a bag of candy. And if you explain your plan to the manufacturers whose merchandise you sell, they will doubtless be glad to cooperate and arrange for some special demonstration or exhibit.

During the summer, when people are not usually rushed, you have the opportunity of developing the personal side of your business and getting acquainted with prospective customers. This is a good time also to think of the mailing list for your fall and winter campaigns and carefully select the names of people you would like to have on your books, as well as a few interesting facts which will give you the right information on which to base your selling appeal.

Keep Up the Enthusiasm With Use of Windows

Windows will play just as important a part in the keeping alive of paint enthusiasm during the summer months as at any other time of the year. Persistency is one of the essential points of good advertising and as windows are a medium of advertising the intelligent and persistent use of them will convince even the most stubborn customer that it is his duty to paint up.

It used to be that customers were expected to ask for what they wanted. Then people usually asked only for the necessities, but now they are induced through various forms of advertising, one of which is the window, to ask for things they not only need but have been led to believe they need. Unless the dealer nails up the shutters he cannot prevent the windows from advertising. The windows are there and they advertise the merchant either as a live, successful dealer or otherwise.

An expert has said that four-fifths of the rent should be charged to the store windows. This being the case how many dealers are there who are making the

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Livening Up the Summer Paint Trade

In order to introduce the personal element into his advertising, a merchant in a country trading centre ran a series of advertisements introducing each member of the force, and telling what each specialized on. The series went so far as to include "Helen," the stenographer and bookkeeper—told where she received her training, that her office equipment included —— —— typewriter, —— adding machines, etc. "If you want to know how your account stands, see Helen"; "If you like itemized statements, tell Helen," were the closing remarks in this advertisement.

Types Letters on Varnish Labels

Form letters are apt to become rather stale and unexciting when used for a period of years. A retailer who was working up a campaign on floor varnish, hit upon the happy idea of typing letters on the back of varnish labels. The manufacturer from whom he obtained his varnish was very glad to accommodate him—and the results justified the expenditure on both the part of the manufacturer and merchant.

Varnish Brush For Best Varnish Ad.

Getting rather tired of preparing copy for his newspaper ads., a paint and varnish dealer wrote a couple of lines, offering a varnish brush for the best varnish ad., written by a customer, and was so well pleased with the results that he decided to stage a competition each month which furnished enough material for the coming month's insertions. This is not a strictly advertising idea. Yet it originated with the ad. man. Noticing that some goods remained from one year's inventory to another, he devised the idea of placing gold stars on the label of the shelf slackers. This singled them out from other merchandise and helped in speeding up the turnover.

Odd Uses of Paint and Varnish

What odd uses have you developed for the paints and varnishes you sell? Often some freak application lends itself cleverly to advertising and free newspaper copy. Now that the price of shoes has been boosted skywards, one paint merchant advertises and sells considerable floor varnish in small packages, which is applied over the soles of one's shoes. Possibly the idea has some merit.

Mooramel

A PERFECT WHITE ENAMEL

Made in GLOSS and EGGSHELL White and produces a durable, rich, lustrous, porcelain-like finish that satisfactorily retains its whiteness for years.

MOORAMEL works easy, has perfect flowing properties, ENDURING whiteness and other qualities which make it the EXCELLING ENAMEL. It is without any question the most practical and also the most economical article of its kind ever manufactured.

MOORAMEL can be used with equal good results on either INTERIOR or EXTERIOR work and can be cleansed with soap and water as often as necessary without any injurious effects.

MOORAMEL SELLS AT A REASONABLE PRICE

MOORAMEL like all other MOORE PRODUCTS sells on its MERITS. We do not ask our Dealers to pay high prices to help pay the cost of EXPENSIVE and INEFFECTIVE advertising. We depend on QUALITY and PRICE to sell our products.

This is only one of the answers to the questions so often asked—

? HOW CAN MOORE'S SELL HIGH GRADE PAINTS AND VARNISHES AT PRICES SO MUCH LOWER THAN OTHER MANUFACTURERS ?

Write us for details of our splendid agency proposition and we will give you further reasons why we can do it.

"Save the surface and you save all" *Paint & Varnish*

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

Maritime Sales Manager:
R. C. BLAKENEY, 276 South St., Halifax, N.S.

Western Sales Manager:
J. B. CLEVELAND, Box 821, Saskatoon, Sask.

If interested tear out this page and place with letters to be answered.

The Brush Department

Unmixed Display Best With Brushes

Ontario Dealer, With Large Brush Trade, Finds Confinement of Window Displays to Brushes is Best When Pushing This Line—Brushes Important Enough to be Shown Exclusively

"CONFINING the window display to brushes only has always produced for us much better results than mixing up lawn mowers, washing machines or some such lines with the brushes," said an Ontario hardware dealer to HARDWARE AND METAL recently. "When we make a drive on brushes we show brushes only and we get immediate results. A good window display is one of the most effective plans we have for 'pulling' business and we have never failed to get good results from our displays confined to brushes alone."

This statement emphasizes an important point which there is a tendency to overlook. Brushes are considered by some in the trade to form too unimportant a branch of their business to be shown exclusively in the window for any period. If this is the attitude of the dealer towards the brush department it is evident that his brush sales will never be very extensive, because the department is not given a fair show for development.

Employees on Alert For Brush Trade

Continuing the discussion this dealer pointed out that he always shows a good class of brush at a reasonable price. The employees of the store are always on the alert to find out about any building or repairing work being done on which painting will be required, and it is significant of the ignorance of the average handler of paints that they have a very little appreciation of the comparative value of certain brushes on various jobs.

"Many of those starting a job do not know that by using this brush or that brush that they can not only save time but can get a much better job. We show them why certain brushes will do certain work better and save time and trouble. We find most people appreciate all the help we can give them in the way of suggestions and they do not mind paying a reasonable price for a brush that will do all that we say it will. Of course if the customer insists on a cheap class of brush we have something to meet their demands."

Price Ticket on All Brushes

This dealer finds it a good plan to let people know the prices of all brushes and so puts a neat price ticket on each class. When a window display of brushes is arranged it has been found helpful to arrange another window display of paints. He finds that service is a big factor in the sale of brushes and the building up of a permanent class of trade.

Not only in the window is the value of display appreciated in this store, for interior displays are also given much attention. "You cannot let the people see too much of your stock," said the dealer. "By keeping the goods out where people can see them we sell a lot more than we could in any other way. The goods sell themselves. People come in to buy a can of paint or other finishes, and while going through the store see an attractive array of brushes displayed, each with its price ticket indicating a good range in quality and value. The tendency is to point out that if they have been calculating on using an old worn brush that it would pay them better to buy a new one of a medium grade to make a better job of the work to be done. If they have forgotten about brushes altogether, as many amateur painters do, it serves as a reminder.

This dealer finds that there is a continuous tendency among his customers to pay the price for quality in brushes as in other lines of goods. As he points out it is a question of which is "cheaper in the long run."

Germany, Short of Linseed Oil, Puts Ban on Exports

A shortage of linseed oil in Germany is reported because of very small importation. It is proposed to allow the export of linseed oil only by exporters who furnish bill of lading and customs declarations showing the amount of linseed they have imported.

Ninety per cent. of the imported linseed will be allowed to be re-exported when these exporters declare the remaining 10 per cent. exclusively for domestic consumption. Exportation through persons other than importers will only be allowed provided the importer consents to include this amount in the 90 per cent. which he is permitted to export.

Paint Association Deals With Budget

Linseed Oil May be Easier Western Trade Notes

Montreal.—At a special meeting of the Canadian Paint, Oil and Varnish Association held in Montreal on Thursday, May 27, the following resolution was passed:

It was moved, seconded and resolved that a memorial be sent to the Government with regard to the new budget tax, in which the following points should be embodied:

1. Collection dates specified are too frequent. Suggest once every three months, for period completed thirty days previous.

2. It should not be necessary for companies who have certified auditors to furnish the Government with a copy of every invoice. A recapitulation should be satisfactory.

3. The words at the end of clause 7 reading, "where it is not included in the purchase price" are ambiguous, and it is suggested they be deleted.

4. It is assumed that in the case of goods and for containers actually returned, provision may be made for the remission of the tax.

5. What rule should be followed in the case of fractional amounts shown in the following examples:

Amount of Invoice	1% Tax	To be paid
$ 4.52	.0452	.04 or .05
3.49	.0349	.03 or .04

It was also decided to assist the Canadian Institute of Chemistry in establishing an institute in Canada to work in conjunction with similar bodies in Great Britain and United States.

Care Re Trade Marks

Registered Trade Marks and Proprietary Trade Names: This subject was brought up by a communication from one of the paint companies, in which it was suggested that to avoid duplication of trade marks or trade names, the secretary be furnished with complete data, and that members wishing to establish new trade marks or names, first make enquiry of the secretary.

IMPORTATIONS FROM U. S. OF MIXED PAINT AND ZINC OXIDE

During the month of March, 1920, ready mixed paint to the extent of 1,656 gallons, valued at $4,294, was imported to Canada from the United States. Varnish imports were very small, while imports of zinc oxide amounted to over one million pounds, having a value of $91,340.

BOECKHS

Ideal Waxing Brush

NOT only Ideal in name but ideal in use. It has the features and the selling points that attract, sell and satisfy the consumer and the Boeckh name and trade mark brings him back again for other purchases. With the Boeckh trade mark every sale is a link between your store and the customer's mind—a link in a chain of future sales.

Boeckh's Ideal Waxing Brush is provided with a reversible handle secured by a ball socket that permits convenient adjustments of the handle for different uses. The grooved top surface of the brush permits depression of the handle to even below the horizontal, making it possible to work under very low furniture with ease. The equally distributed weight increases the polishing surface presented to the floor. Write for catalogue and prices of Boeckh Products.

Points to Remember

The Reversible Polished Handle and the Heavy Protectors to Protect Furniture. Equally Distributed Weight increasing the Polishing Surface. Aluminum Finish.

Every Brush Guaranteed

The Boeckh Company, Ltd.

Toronto, Canada

Established 1856

If interested tear out this page and place with letters to be answered.

BIG PROFIT IN JUNE AND JULY PAINT TRADE

Continued from page 58

correct allocation of the responsibility for the production of business?

Average Householder Not Consistent in Paint Buying

The average householder does not buy paint and varnish often enough to get the habit of supplying his needs from any particular store. When he sees something in a window that appeals to him about the time he is thinking of painting up a bit, he buys. You are not a mind-reader and can't tell when he is going to be in that receptive mood, so the safest thing to do is to keep something new and interesting in your windows all the time.

You will find that if your windows are attractive and changed often, people will get into the habit of watching them and will go out of their way when downtown to see your latest display. Women are always interested in how to beautify their homes and some of your window trims, particularly if you suggest ways to decorate interiors, will suggest desirable changes to the woman who has a room she does not like or is planning to change.

Price cards are valuable. The people who will buy without knowing the price will not be deterred by knowing the price, and there are a great many who want to know the price.

LINSFED OIL MAY BE EASIER

Montreal.—While linseed oil is holding at $2.60 and $2.62½, raw and boiled bases, respectively, the situation is showing some improvement this week. There appears to be some division of opinion as to the extent of the improvement, but conditions have changed for the better in some quarters, and the receipt of certain quantities of English oil has served to relieve the situation somewhat. Early this week between 700 and 800 barrels arrived from the English market, and this was very welcome to manufacturing and trade circles in view of the shortage of seed for crushing in this market.

Almost frantic have been some of the efforts put forth to move supplies of seed en route to Canada from the Argentine. As before pointed out in HARDWARE AND METAL, much seed was on the way from the South American Republic but could not be moved owing to the congestion in the port of New York and in other American centres. To get the ear of transportation officials is a difficult thing, and even when this is accomplished the crusher can get but little infor-

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How Hardwaremen Advertise Paints---No. 10

THE wastefulness and the monetary loss sustained through sparing paint is emphasized in this ad. by Northern Canada Supply Co., Ltd., Timmins, Ont. Everyone is interested in saving money and too many are practising a false economy by saving money which could be put to better use in buying paint. For this reason the heading "Save Money by Using Paint" attracts attention.

"Spare the Paint and Spoil the House" is the sub-head, followed with the statement that the generous use of paint is true economy for the householder. It continues to point out that while the line of paint carried is a beautifier, that it is also a preservative for woodwork and other surfaces and makes for cleanliness and sanitation.

A complete description of the finish required for various kinds of work is given followed with a little talk on service, in which the co-operation of the store staff is offered in assisting the customer to make the right selection. It is a well-planned ad., touching on a number of vital points in paint advertising.

Save Money by Using Paint

Spare the Paint and Spoil the House

The generous use of paint is true economy for the householder. Sherwin-Williams Paints are more than beautifiers—though they are that all right—they also preserve all woodwork and other surfaces to which they may be applied, and further, make for cleanliness and sanitation. Usually it is not the question, Can you afford to paint? Rather it is, Can you afford NOT to paint?

Sherwin-Williams have a Paint and Varnish for Every Purpose

REXSPAR

The S-W. Varnish for outside work. Woodwork exposed to weather and water should certainly be protected with Rexspar. It is absolutely waterproof and will not turn white. Especially suitable for outside doors, porch furniture, store fronts and boats.

S.-W. FAMILY PAINT

For inside and outside use. Durable. Easy to apply. Dries with a fine gloss. Will give general satisfaction. Just try it once.

S.-W. OUTSIDE PAINT

Made to Paint Buildings With. Made from the best materials. Will look well, last well, please every time. Easy to apply. Full directions with every can.

All ready for use. Let us show you our big line of paints for all purposes. All ready for use with directions for applying, etc.

S.-W. FLOORLAC

A combination of stain that is non-fading and good floor varnish which is tough and durable and will not show scratches and heel marks readily. Preserves the wood. Retains its natural brightness. Big variety of shades. Let us talk it over.

FLAT-TONE PAINT

A durable oil paint for the artistic decorations of interior walls and ceilings. Produces a flat, velvety finish. Absolutely sanitary. Can be cleansed with soap and water. In all colors. Let us explain all about it to you.

SCAR-NOT

S-W Varnish for Furniture and Woodwork. Makes old furniture look like new. Preserves and protects. Unaffected by hot dishes or the spilling of hot water.

MAR-NOT

The S-W varnish for floors. Walking, dancing, scuffing feet or spilling hot or cold water on it will not mar the handsome wood floor protected with Mar-Not. A money saving preserver of woodwork.

INSIDE-FLOOR PAINT

Dries over-night, with a good gloss. Will stand all sorts of hard wear. Easy applied. Come in and see what you will need in this line.

You will never make a mistake in Paints or Varnishes if you ask for Sherwin-Williams every time. Just tell us the purpose and we will tell you the S-W product that will just fill the need.

Nothing requires more thought and care than the selection of colors and effects to use in the decoration of the home. One may want to finish the rooms in soft, restful shades which harmonize with one another, but it is frequently difficult to know beforehand how the various colors will look when the decorations are completed. We help people who are interested in decorating or re-decorating, to choose more easily color schemes which will be harmonious and thoroughly satisfactory.

Northern Canada Supply Company Limited

Phone 20

"Two Things"

says the Luxeberry Painter, "are desirable in varnish—quality and uniformity. They make the finest finishing possibilities a pleasant routine instead of an uncertain hazard.

"I always use Berry Brothers' products because their uniform quality enables me to produce a finish that satisfies me and pleases my customers."

Berry Brothers' Finishes sell easily because the "Berry" label is their best salesman.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites Ltd., Collingwood, Ont.
Sanderson, Pearcy & Co., Toronto, Ont
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Co., Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONT.

Brushes Built for Real Service

Why Not Sell Brushes that Give Real Service?

TRADE SIMMS SET IN RUBBER MARK

PAINT BRUSHES

can be used in alcohol, varnish, parafine, crude oil, grease, kalsomine, glue, paste, paint remover — **anything**—and yet retain their usefulness.

There is nothing known that will cause the bristles to come out.

The composition used in Simms Brushes will stand any kind of usage or misusage—and not a bristle will loosen.

For years your painter customers have been looking for just such a brush.

Stock up and secure their trade and goodwill.

Our other products are also of the same high quality

Brooms
Whisk Brooms
Shoe Brushes
Stove Brushes
Lather Brushes
Scrubbing Brushes

Order from our nearest branch.

T. S. SIMMS & Co., LIMITED

Makers of Better Brushes and Brooms for 54 Years

Head Office : ST. JOHN, N.B. **MONTREAL** **TORONTO** **LONDON**

If interested tear out this page and place with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, June 10.—Lower prices on turpentine and linseed oil are the features of the week as far as prices go. Some are selling oil at ten cents a gallon less than last week, while a drop of 25c per gallon has been made in other quarters for turpentine. This indicates an easier buying condition, with the promise of conditions improving as time proceeds. The tendencies are somewhat more favorable all around.

Prepared paints and varnishes are active and are moving out well from week to week. Both these lines are firm, with production costs higher all around and raw materials difficult to obtain. White lead in oil and putty are both active. The general situation is buoyant and the outlook very satisfactory.

Turpentine Lower in Some Quarters

Montreal.

TURPENTINE.—Prices have softened somewhat in one or two quarters this week and quotations are ranging about 25c per gallon less with some paint firms. This is due to the arrival of some stock, while others state that prices are unchanged over the week and that delivery is still slow and uncertain. If deliveries continue to improve there will be an easing of the price still further, but much depends upon delivery.

Turpentine—	Imp. Gal.	
Single barrels	3 35	3 60
Small lots	3 70	3 90
(Packages extra)		

Linseed Oil Lower Ten Cents a Gallon

Montreal.

LINSEED OIL.—Prices are easier on linseed oil, the present market being easier to a limited extent in two or three quarters, but extensive relief not being manifest in any quarter. However, this relief is welcome and still lower prices may be effected within another week or two. This tendency is in very definite accord with the forecast made in Hardware and Metal last week, when it was stated that "Oil May be Lower." There is a fairly seasonable demand.

Raw—	Imp. Gal.	
1 to 2 barrels	2 50	2 60
3 to 4 barrels	....	....
Boiled—		
3 to 4 barrels	....	....
1 to 2 barrels	2 52½	2 62½

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Putty Sells Well; Prices Remain Firm

Montreal.

PUTTY.—Prices are firm on various kinds of putty, and the tendencies are strong, but no suggestion is made of an imminent advance in the market. The movement is a very active one at present and the following quotations are being made to the retail trade:

PUTTY—	5 ton	1 ton	Less than ton
Bulk, in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

Much Paint Sold; Varnishes Firm

Montreal.

PAINTS AND VARNISHES.—Prices are firm on varnishes and the market shows no sign of weakness. The outturn of supplies to the trade is steadily active. Paints are still going forward well and the manufacturers are more than delighted with the repeat business that has come forward. The market is really very active for this season of the year.

Trade Still Buying White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—Prices have been well maintained on white lead in oil, and the market is altogether unchanged in a quotable sense. The corroders report very active selling right along and supplies are forthcoming in fairly satisfactory quantities. The following quotations prevail: Five ton lots, per 100 lbs. $19.50; ton lots, $20; and smaller quantities, $20.35.

TORONTO

TORONTO, June 10.—Little change has been made in the paint and varnish markets this week, although present quotations are firm. A heavy volume of paint is moving and the present demand is said to be very satisfactory for all concerned. One jobber stated that his sales for May were over a hundred per cent. higher than the same period last year. Many are looking for improvement in the linseed oil and turpentine situation, and should larger stocks come to hand their hopes may be realized. Paris green sales are fair. White lead in oil is also having a good turnover. Whiting stocks are light and few shipments, if any, of the better grades are coming forward. Collections are good and altogether trade is said to be very satisfactory.

Corroders of White Lead Are Kept Very Busy

Toronto.

WHITE LEAD IN OIL.—Prices on this commodity continue to be very firm and good volume of business is moving at the present time, and corroders and jobbers are very well satisfied with the continuation of heavy business which started out in the early spring. There is also said to be a heavy foreign demand. The present quotation remains unchanged and is quoted at less than ton lots, $20.70 per hundred lbs., for the pure, while the genuine is being quoted at $23.40 per hundred lbs.

Prepared Paint Sales Brisk; Pigments Scarce

Toronto.

PREPARED PAINT.—Business still continues active on ready prepared paints, and paint specialties and manufacturers and jobbers express great satisfaction over the season's trade. The steady warm weather has been one of the necessary stimulants, and it is believed that most merchants are seeing their best hopes filled for one of the best seasons for some time. The shortage of some of the raw materials is said to be causing the manufacturer some concern and no little inconvenience. Some pigments are gradually becoming scarcer and more difficult to obtain. The present quotation on paint is as the current quotation pages.

Glass Shipments Tardy; Scarcity Still Felt

Toronto.

GLASS.—Notwithstanding the lifting of the embargo, glass shipments are still tardy and little is coming forward. This may be, however, on account of the congestion which has not yet been straightened out on the railroads. The present demand is a heavy one, and future prospects are very bright, providing the glass comes to hand.

PLATE GLASS.—The situation on plate glass remains unchanged and ship-

There's Profit for You in Enamels

Provided you sell the kind of enamels that repeat—the kind that brings customers back for more without any effort on your part. Sell GLIDDEN ENAMELS and you can be sure of serving that kind of satisfaction, too.

There are two kinds of Glidden Enamels—Superior White and Velvet White. Superior White is a very durable, glossy enamel and for all ordinary purposes it is the most practical enamel that can be used. For decorative work of the finer sort, Glidden Velvet White should be used. Velvet dries to a dull velvety finish absolutely without rubbing. In four coats it does the work of seven ordinary coats.

The name Glidden on a can of Enamel is assurance of satisfaction. Send for our proposition to-day.

THE GLIDDEN COMPANY, Limited
Toronto, Ontario
***Branches* at Montreal and Winnipeg**

If interested, tear out this page and keep with letters to be answered.

ments are harder than ever to secure. The present demand is a very heavy one and jobbers, importers, etc., generally are doing their best to cope with the present situation, they state.

Putty Quotations Firm; Price Remains Steady

Toronto.

PUTTY.—The past week has seen a fairly heavy demand for putty, especially for this season of the year. Jobbers state this augurs well for the coming season. Whiting is still very hard to procure, it is stated, especially better grades, and this has a tendency to keep the price very firm. Linseed oil scarcity is also another factor to contend with, as well as the prevailing high prices. The following are the present quotations on putty:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$6 85	$7 10	$7 45
Do., in 100 lb. irons	7 70	7 95	8 30
Do., 25-lb. irons	7 95	8 20	8 55
Do., 12½-lb. irons	8 20	8 45	8 80
Bladder, in barrels	8 60	8 85	9 20

Pure putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton, 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

Paris Green Sales Good; Some Stocked Light

Toronto.

PARIS GREEN.—Although sales are daily increasing in Paris green, it is the belief of some jobbers that many dealers have not covered themselves sufficiently for this commodity, and should a heavy season prevail some are of the opinion that there may be a shortage owing to the general light stocks. The present quotations are as follows:

Paris Green—	Per lb.
½-lb. pkgs.	0 58
1 lb. pkgs	0 56
25-lb. drums	0 54
50-lb. drums	0 53
100-lb. drums	0 53
250-lb. kegs	0 52½
600-lb. barrels	0 52

Linseed Oil Prices May Soon be Lower

Toronto.

LINSEED OIL.—Some improvement has been shown regarding more stocks of linseed oil and some flaxseed is coming to hand; crushers state they are still having difficulty in securing sufficient seed. It is hoped, however, that in the near future, seed which has been already bought and is in transit will come to hand, and if this be the case many will be looking for lower prices. What the future holds in the way of lower prices is hard to forecast as present conditions are so irregular, and few, if any, care to express their opinions. However, many are looking for lower prices on linseed oil in the near future. The present quotations are as follows:

Linseed Oil—		Raw
1 to 2 barrels, gal.	2 87	2 95
3 to 5 barrels, gal.	2 86	....
10 barrels and over, gal.	2 84	....
		Boiled
1 to 2 barrels, gal.	2 90	2 98
3 to 5 barrels, gal.	2 89	....
10 barrels and over, gal.	2 87	....

Prices shown are those ruling on Thursday of current week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal nigher than single barrel price.

Turpentine Shipments Are Slow to Arrive

Toronto.

TURPENTINE. — Little relief has been offered in the present famine of turpentine, and jobbers say they are having great difficulty in securing supplies. The congestion on the railroads, the result of the recent embargo, is said to be the cause for tying up considerable turpentine in transit, and many importers are anxiously waiting for their stocks to come in. In the meantime it is believed that some are getting small shipments by express or automobile. However, it is hoped that this situation will soon right itself and that turpentine will again come in in better quantities, and should this be the case many are looking for lower prices in the very near future. The present quotations are as follows:

Turpentine—	Per imp. gal.	
1 barrel lots	....	....
2 to 4 barrel lots	....	....
5 gal lots	4 00	4 75

LINSEED OIL MAY BE EASIER

Continued from page 62

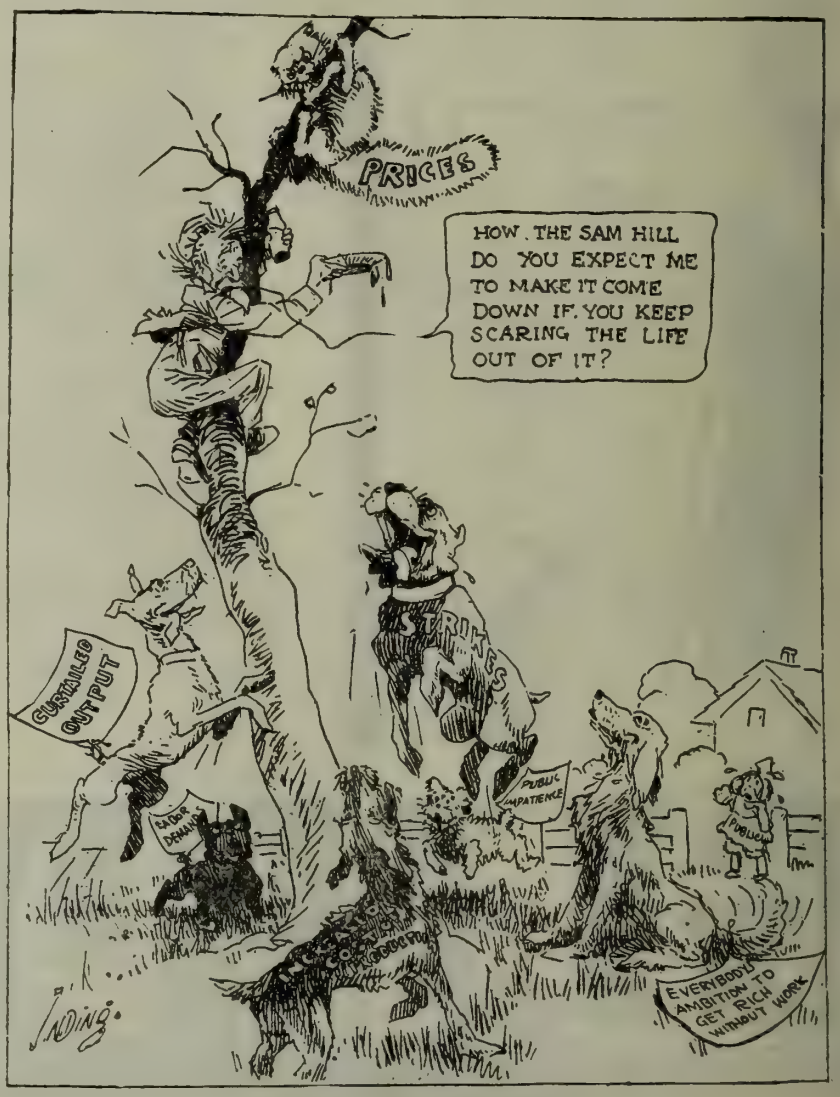
mation of a definte nature as to when his supplies will arrive. It is a continued matter of car shortage, and as one crusher pointed out to HARDWARE AND METAL this week, "We were informed while in the United States last week that if the strike was settled today it would take three months before the accumulated orders for transportation of freight now in hand would be cleared up."

HARDWARE AND METAL is able to say that if present plans can be matured the oil situation will be considerably easier within the next week or ten days. Some believe that while prices will reduce to some extent the reduction will not go much below the $2.50 mark.

IT CAME IN HANDY

When the representative of the Health Board called to remove the quarantine sign which had been put on the house to warn people of influenza there, he was met by the lady-of-the-house, a negro mammy.

"Doan yo' take that down—they ain't been no collectahs roun' heah sence that went up."



"Keeping the Cost of Living High"

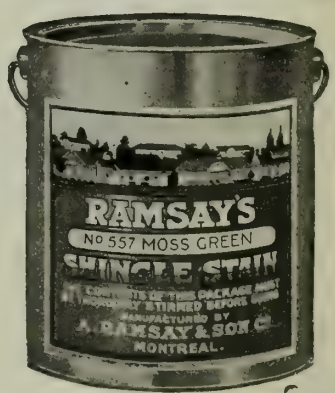
RAMSAY'S SHINGLE STAINS

WILL SAVE THE SURFACE

The Right Shingle Stain to Shingle Stain Right

Now is the time to push this line
and boost our
Surface Saving Products.

If you haven't a stock—order
now and go after the business.



A. Ramsay & Son Company

The All-Canadian Manufacturers of Paints and Varnishes Since 1842

Toronto **MONTREAL** **Vancouver**

Distributors :

EDMONTON DISTRICT—Revillon Wholesale Limited, Edmonton
CALGARY DISTRICT—The McDonald Baker Co., 818 8th Ave. W. Calgary
NOVA SCOTIA—James Simmonds, Limited, Halifax, N.S.

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CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 30/20%.

AMERICAN AMMUNITION

Advance 27½% on American list.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.....	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2....	$ .25	Group 3....	$ .50
Group 4....	.75	Group 5....	1.00
Group 6....	1.25	Group 7....	1.75
Group 8....	2.25	Group 9....	2.75
Group 10...	3.25		

Bench—No. 1, doz...........	$17 50
No. 2, doz...........	20 00
No. 3, doz...........	22 50
No. 4, doz...........	24 50
No. 5, doz...........	27 00
No. 6, doz...........	30 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a l .

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$3.00.
F.O.B. Montreal. Toronto

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	13/16.....	$12.00
4/16.....	5.00	10/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$3 90	$11 00
1—18 x 24	10 78	12 92
2—18 x 28	12 10	15 12
3—20 x 30	13 86	18 15

BOARDS, IRONING Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc. Doz.

Baby Globe	$2 50
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	....
Diamond King (glass)......	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	6 00
Jubilee	6 65
Neptune	6 00
Newmarket King	6 65
Original Globe	6 75
Pony	2 75
Royal Globe	6 00
Solid Back Globe	6 75
Standard Globe	6 00
Surprise	....
Supreme Zinc	....
Western King (enamel)	9 00

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	15 00
30-gal., extra heavy	$18 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia- and smaller, 6 in. and shorter, 10%.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, longer lengths, net list.
Carriage Bolts ($1 list), 7-16 dia. and larger, net list.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 15%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, net.
Machine Bolts, 7-16 in. dia. and larger, net.
Sleigh Shoe Bolts, all sizes, net list.
Coach and Lag Screws, 25%.
Square Head Blank Bolts, net.
Bolt Ends, net.
Plow Bolts, 5%; all others plus 20%.
Elevator Bolts, large head, net. corrugated head, 30%.
Fancy Head Bolts, net.
Shaft Bolts ($3 list), net.
Step Bolts, large head ($3 list), net.
Whiffletree Bolts, net.
Nuts, square, blank, add to list, $2.00.
Nuts, square, tapped, add to list $2.25.
Nuts, hexagon, blank, add to list $2.25.
Nuts, hexagon, tapped, add to list, $2.50.
Stove Bolts, 47½%. Tire Bolts, 35%.
Terms 2% off 30 days from date of shipment.
F.O.B. Montreal, Toronto, Hamilton, London, Ont.

BORAX

Lump Crystal Borax, lb. .11c-12c
F.O.B. Montreal, London, Toronto.

BRASS Base

Sheets, 24 gauge and heavier, base	$0 39
Rods, base ½ to 1 in., round	0 36
Tubing, seamless, base.	0 45

F.O.B. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

CHAIRS Dozen

Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.

List prices power churns—No. 0. $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER

	Gross
Satinette	$24 00
Nu-Way	21 00

CLIPPERS. HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben $4 00
F.O.B. Montreal, Toronto, Hamilton.

Good Morning, each........	1 60
Lookout	2 00
Sleepmeter	2 15

CLOTHES BARS AND DRIERS

	Per Doz.
Leather Clothes Dryers	$.....
Clothes Bars, No. 1..........	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $0 93

CLOTHES LINE REELS

	Doz. net
No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in.........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 25%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY—

	Doz
No. 111	$1 85
No. 121	1 96
No. 127	2 80

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 41	0 41
Plain Tinned, 16 oz. and heavier, lb.....	0 45	....
Polished and Tinned, 16 oz. and heavier, lb.	0 50	...
Tubing, lb.	0 46	0 47

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 10
No. 7, lb.	1 09
Nos. 8, 9, 10, 12..........	1 08

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs.

DOORS SCREEN

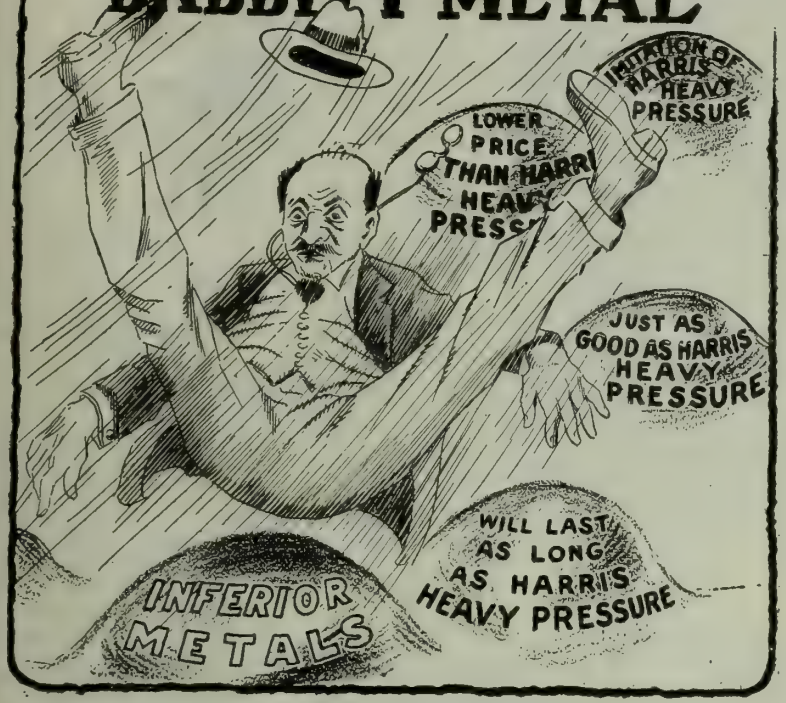
Kasement, No. 2, oak stain, varnished:
2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....
Prices withdrawn

DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

⅛.........	$0.45	10/32......	$1.20
5/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.90	27/32......	2.00
13/32......	.95	⅞.........	2.10

DON'T BUMP THE BUMPS
USE HARRIS HEAVY PRESSURE BABBITT METAL



DEPENDABILITY
IS OUR MOTTO

and Our Specials are

LEAD PIPE
SHEET LEAD
BABBITT METAL
SOLDER *and all* INGOT METALS

We can quote interesting prices.

THE CANADA METAL CO. LIMITED
TORONTO

HAMILTON MONTREAL WINNIPEG VANCOUVER

WHITTALL CANS
for

Meats Vegetables Milk
Syrup Fish Paint Etc.

PACKERS' CANS

Open-Top Sanitary Cans
and
Standard Packer Cans
with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.
MONTREAL

Established 1888

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202 Royal Bank Bldg.
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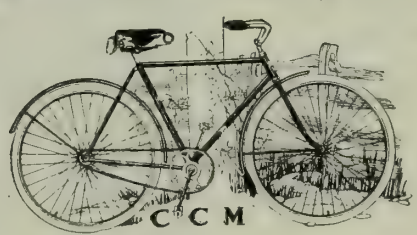
G. A. Willis, Sales Mgr.
Phone Adel. 3316.

Sales Office:
806 Lindsay Bldg.
WINNIPEG
Repr.: A. E. Hanna



The Public's Choice

It has taken years of study and experiment on the part of our engineers to put that refined grace and superior finish into C.C.M. Bicycles. The QUALITY was always there.

That the superiority of C.C.M. Bicycles is appreciated by the public is evident from the sales

If you are not already selling C.C.M. bicycles, drop us a line for terms, etc.

C·C·M·
Bicycles

Massey — Perfect — Red Bird
Cleveland — Columbia
Gendron — Ivanhoe

Canada Cycle & Motor Co., Ltd.
Montreal, Toronto, Weston, Ont., Winnipeg, Vancouver

If interested, tear out this page and keep with letters to be answered.

DRILLS—Continued

7/16	.90	29/32	2.20
15932	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅝	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills 42½%
Blacksmiths', ½-in. shank.. 27½%
Straight Shank 27½%
Straight Shank, wire...... 27½%
Taper Shank 27½%

DUSTERS, HAND
O-Cedar $9 00
Discount 30%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer........ 50
Nov. 1, 1899. . %
Kearney Foot, Arcade.... 50
J. Barton Smith, Eagle..... 50
P. H. and Imperial 50
Disston Brand 40
Globe 50
Nicholson 27½
Black Diamond 27½
Delta Files 20
Firth Files 50
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, net list; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under. 30%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 70	0 80
B	0 28	0 39
C	0 18	0 28

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4- in. and under	60%	..
4½-in. and larger	50%	....

4- in. and under, running thread, 80%
Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.
Over 40 lbs. and 2 in. thick..$3 50
Under 40 lbs. 4 25
Ri-Treadle, each 7 00
Cycle BB 9 40

GRIND STONE FIXTURES Doz.
No. 22 .... $ 9.00
No. 33 .... 10 70
No. 2½ 11 15
No. 3 .... 11 70
F.o.b. Toronto.

HALTERS, LEATHER Doz.
Russet, rope tie, 1 in. 13 80
Black, rope tie, 1 in. 14 00
Black, rope tie, 1¼ in. 16 80
No tie, 1 in. 21 60
No tie, 1¼ in. 24 60

HALTERS, ROPE Doz.
Sisal, 7-16 in. $24 75
Do., 9-16 in. 37 50
Jute, 7-16 in. 24 75
Do., 9-16 in. 37 50

HAMMERS, SLEDGE
Can, 5 lbs. and over, cwt..$19 25
Under 5 lbs. 24 00
Masons, 5 lbs. and over, per cwt. 22 00
Masons, 5 lbs. and under... 27 00
Napping, up to ? lbs. ....
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)
All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR List
Atlas, No. 0 .... $13 35
Atlas, No. 1 .... 13 80
Atlas, No. 2 .... 15 85
Stearns, 4 in. 9 80
Stearns, 5 in. 13 25
Perfect, No. 1 .... 10 50
Canada 13 25
Hatch 13 25
National 15 00
America 18 00
Great West 30 00
Storm King Hangers....... 19 50
ers, doz. 14 00
Steel track, 1¼ in. ....
F.o.b. Montreal, Toronto.

HEATERS, ELECTRIC
Glower Heater 9 00
Heatray Heater 11 00
Discount 25%.
Majestic, 1 Burner $10 00
Majestic, 2 Burner 15 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 5%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 00	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 00	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN Toronto
Corrugated, ½ in., 100 ft....$23 00
Corrugated, ⅝ in., 100 ft.... 26 00
Corrugated, ¾ in. 29 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS, (SAD)
Mrs. Potts, No. 55, polished, per set $2 20
Mrs. Potts, No. 50, nickel-plated, set 2 30
Mrs. Potts, handles, japanned, doz. 2 05
Sad irons, common, plain, 3, 4 and 5 lbs............ 9 20
Sad irons, plain, 6 lbs. up.. 7 00
Sad irons, common, plated. 5 50
F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY
Spear Point $16 50
Lightning 15 00
Heath's 15 00

LADDERS, Etc.
Step Ladders Per ft.
Standard 0 40
Household 0 30
Faultless, 4 to 8 ft. only.... 0 40
Shelf Lock, 4 to 8 ft. only.. 0 30

Single and Fruit Picking
10 ft. to 16 ft. 0 28
18 ft. to 20 ft. 0 29
F.o.b, Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 33	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 38
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short Globe, plain $12 50
Do., Japd. 13 25
Long Globe, plain 12 50
Do., Japd. 13 25
Dash, plain 15 50
Do., Japd. 16 25
Do., Search (r'nd reflec.) 17 00
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen
Cold blast, short 1 20
Cold blast 1 00 1 10
3 doz. cases, $1.10 doz.; 6 doz. cases, $1.10 doz.
Cold blast, genuine ruby....$4 75
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.
Steel Thumb, No. 2 .... $2 25
Steel Thumb, No. 3 .... 3 00
Steel Thumb, No. 4......... 4 75
Barn Door, No. 5 .... 2 75
Barn Door, No. 9 .... 5 10
F.o.b. Montreal, **Toronto, London.**

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING) List each
Canadian $12 50
Dowswell 12 50
Noiseless 16 25
Hamilton 13 50
Peerless 13 00
Snowball 18 75
Momentum 20 25
New Century, style A...... 18 00
New Century, style B...... 20 00
New Century Electric...... 155 00
Playtime, engine drive 26 00
Ideal Power 27 00
Seafom, electric, style A .. 120 00
Seafoam, engine drive 55 00
Sunshine 10 25
Popular, No. 2 .. .. 12 50
Economic ....
Popular, No. 1 .... 13 00
Champion 20 25
Blue Bell, without stand .. 18 00
Red Star 21 50
Time Saver, electric 114 00
List, each
Puritan Water Motor Washer, complete 30 00
Hydro, 1 Tub, engine drive 57 00
Do., do., electric 115 50
Rotary water motor washer 29 00
Connor ball-bearing, with rack 21 00
Perfection, engine drive 65 00
Perfection, electric 124 00
Beaver 26 00
Beaver, power 27 00
Connor Vacuum 26 00
Patriot 23 00
Jubilee 11 25
Canada First 23 00
Less 20%.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.
Tinsmiths, 2½ x 5½ in.......$2.40
Carpenters', No. 3 .... 5.00
F.o.b. **Montreal, Toronto, Hamilton.**

MATTOCKS
Cutter, doz. $14 25
Pick, doz. 14 25
F.o.b. Montreal, Toronto, London. Hamilton.

MIXERS, BREAD
Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 75
No. 8, dozen 49 75

MOPS Doz. Net
Liquid Veneer $14 00
O-Cedar, less handle 12 60
Do., with handle 14 70
S. W. Mops, complete....... 6 00
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 .... 2 85 3 35
Crank wringing 8 25- 9 00
F.o.b. Montreal, **Toronto, Hamilton, London.**

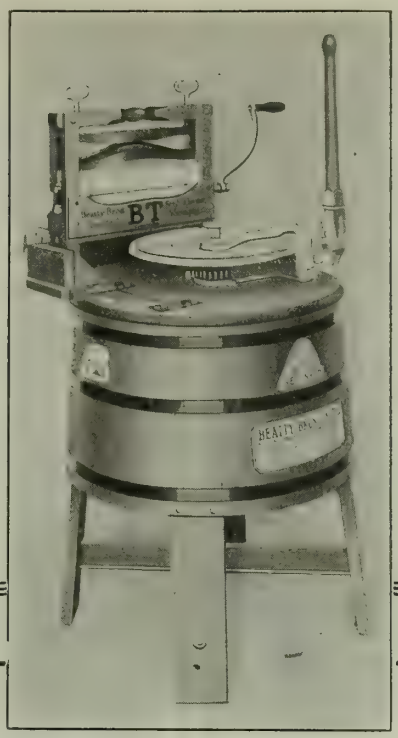
MOWERS, LAWN
Adanac 35%
Woodyatt 25%
Empress 25%
Mayflower 25%
Star, Ontario, Daisy 25%
Each, Net
Brockville K ....Plus 10%
Brockville C .... Net
Brockville BB .... Net
F.o.b. Toronto, Guelph. London, Hamilton, Brockville.

NAILS
List adopted July 10, 1912.
Advance **over base on common wire nails in kegs.**

		2¾	**inch......15c**
1 inch	$1	3	**inch......10c**
1⅛ inch	1	3¼	**inch......10c**
1¼ inch	65c	3½	**inch......10c**
1½ inch	40c	4	**inch...... 5c**
1¾ inch	40c	4½	**inch...... 5c**
2 inch	30c	**5-inch base.**	
2¼ inch	30c	**5½-inch base.**	
2½ inch	15c	**6-inch base.**	

6½ to 12-inch-2 **Ga. and heavier,** 25c over base.
Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $6.10 base; Toronto, $6.10.
F.o.b. Montreal, $5.85 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...
Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.
Miscellaneous wire nails, 60% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT
Montreal, $6.35; London, $7.50 base; Toronto, $6.85.
Roofing Nails — American, large head, keg, $10.75; 25-lb. boxes, per 100 lbs., $11.75.
F.o.b. Montreal, Toronto, Hamilton.



Prompt Shipment

You know that old stuff about "a bird in the hand being better, etc.,"?

Well, this efficient washer is not only the much superior washer that you are in search of, but we can guarantee immediate shipment from stock!

By special effort at production to meet the demand we have 800 ready to ship—a service you can't get elsewhere to-day.

The Red Star Washer

with Wringer

is a "bird in the hand" beside being easy to sell because of its many advantages mechanically and in construction. The legs are bolted on—not formed by extending the staves, the latter is a great strain on the tub. It is easy to operate—cut gears and two sets of ball bearings. It far more than satisfies.

Beatty Bros., Limited

Winnipeg, Man. Fergus, Ont. Montreal, Que.
Edmonton, Alta. London, Ont. St. John, N.B.
Vancouver, B. C.
16 Holborn Viaduct, London, E.C.1, England

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 50
No. 6	6 25
No. 7	6 00
No. 8	5 75
Nos. 9 to 12	5 50

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 16-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch...	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1-in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Best (American)	$23 70
Clipper (spun)	23 70
Clipper (unspun)	22 00
U.S. Navy (spun)	.....
U.S. Navy (unspun)	.....
Plumbers' (spun)	11 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 27½
Palacine, gal.	0 30½
Gasoline, net, gal.	0 38
	Gallon
Black oil (summer)	0 25
Black oil (winter)	0 25½
Imperial Kerosene tractor	1 25
Capital, cylinder	0 82½
Machine oil, regular grades	0 47½
Imperial gas engine oil...	0 52
Paraffine	0 31

List, less 15% on above.

Polarine Oil, list	1 25
Polarine Oil, heavy, list..	1 25
Polarine A, list	1 25
Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B.	1 85
Gargoyle Mobiloil BB	1 80
Gargoyle Mobiloil A.	1 60

List, less 25% on above.

Fuel oil, bbls. net	0 18
Fuel oil tank cars, net	0 16

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	**0 38**
No. 1 Italian	**0 44**
No. 2 Italian	**0 36**

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER

Per 400-ft. roll	Montreal	Toronto
Dry Fibre, No. 1, Anchor....	$1 50	
Dry Fibre, No. 2, Anchor....	1 05	
Tarred Fibre, Anchor, No. 1.	1 60	
Tarred Fibre, Anchor, No. 2.	1 22	
Rosin Sized Sheeting, blue.	1 20	
Surprise Fibre	1 10	
"Stag" Sheathing	1 10	
Tarred felt, per cwt. 7, 10 and 16-oz.	5 70	
Cyclone (dry)	1 50	
Cyclone (tarred)	1 60	
Joliette (sheathing)	1 05	
Joliette (tarred)	1 22	
Monarch Sheathing (per 100 lbs.), white....	6 50	....
Do., gray	5 50	..
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.	9 00	
Straw, sheathing, heavy, dry cwt.	5 45	
Do. tarred, per cwt.	5 60	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz....	11 50	11 80
6 to 7 lbs., doz....	12 50	12 80
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	2 00
4 gross (cartons). 4-in.	2 00
Spring, 2 grs. box	1 75

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 44—April 8, 1920

Standard Buttweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 13	7 26	5 43	7 56
⅜ in..	5 13	7 26	5 43	7 56
½ in..	6 84	8 42	7 27	8 84
¾ in..	8 45	10 58	9 03	11 16
1 in..	12 50	15 64	13 35	16 49
1¼ in..	16 91	21 16	18 06	22 31
1½ in..	20 21	25 30	21 59	26 68
2 in..	27 20	34 04	29 05	35 89
2½ in..	43 00	53 82	.....	.....
3 in..	56 23	70 38	.....	.....
3½ in..	71 30	88 32	.....	.....
4 in..	84 48	104 64	.....	.....

Standard Lapweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$30 90	$37 74	$34 60	$41 44
2½ in..	45 34	56 16	51 19	62 01
3 in..	59 29	73 44	66 94	81 09
3½ in..	73 14	90 16	82 34	99 36
4 in..	86 66	106 82	97 56	117 72
4½ in..	0 98	1 23	1 24	1 49
5 in..	1 15	1 44	1 44	1 73
6 in..	1 49	1 86	1 87	2 25
7 in..	1 94	2 43	2 42	2 90
8L in..	2 04	2 55	2 54	3 05
8 in..	2 35	2 94	2 92	3 51
9 in..	2 81	3 52	3 50	4 21
10L in..	2 61	3 26	3 25	3 90
10 in..	3 36	4 20	4 18	5 03

Terms. 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 15% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	15%
Medium and extra heavy pipe, 2, 3, 5 and 6	10%
Medium and extra heavy fittings, 2 to 6 inch	25%
8 inch pipe and fittings	5%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl....	$10.00-$10 50
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	Montreal.	Toronto
Ordinary, 52 sheets..	$9 25	....
Do., 60 sheets	9 35	....

PLATES, COKE, TIN

Per box	Tor.	Mont.
IC, 20x28 112 sheets.	....	27 00
IX, 20x28 112 sheets.	....	30 00
IXX, 20x28 112 sheets.	....	33 00
IXXX, 20x28 56 sheets.	....	18 00

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC. 14x20 base	$15 00
IX. 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets	$24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40
No.		Each
70		$6 75
80		6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller. blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras 3c per lb.

F.o.b. Montreal, Toronto. London

ROOFING

Per square	Toronto
Samson, 1-ply, roll	$2 80
Samson, 2-ply, roll	3 25
Samson, 3-ply, roll	3 80

	Mont.	Toronto
Everlastic, 1 ply	$2 25	$2 25
Everlastic, 2 ply	2 75	2 75
Everlastic, 3 ply	3 20	3 20
Panamoid, 1 ply	2 15	2 10
Panamoid, 2 ply	2 60	2 55
Panamoid, 3 ply	3 05	2 95
Red Star, 2 ply	2 13	2 18
Red Star, 3 ply	2 55	2 60
Liquid roofing coating, per gal., in bbls...	0 60	0 60
5 and 10 gal. lots, gal.	0 75	0 75
1 gal. cans, gal., doz.	10 20	10 20
Coal Tar (refined), bbl.	9 25	9 25
Coal Tar (crude)	8 00	8 00

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis ..	50
Hemp, tarred ratline basis ..	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 94
Do., ¼ in. and up	0 92½

F.o.b. Toronto, Montreal, London. Brantford, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85
	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket....	7 30
165—5 ft., Cotton Pocket....	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 7 25	$ 25
10 lb.	9 75	25
240 lb.	16 50	75
600 lb.	37 00	1 00
1200 lb.	46 00	1 50
2000 lb.	65 00	2 00
2000 lb. Drop lever	74 00	2 00

Champion, discount 10%; standard scales, discount 10% off standard list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

Artistic Bath Room Fixtures

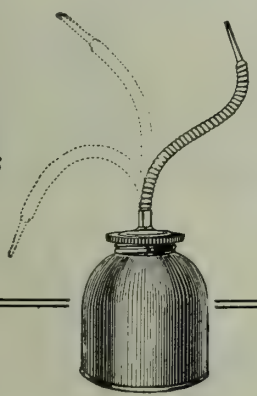
Beautiful Everlasting White Porcelain Enamel

ON SPECIAL IRON

Stronger than China, outwears all Imitation Paint Enamels or Celluloid finishes, at a price within the reach of all.

American Enamel Products Co.

CHICAGO, ILL.



Saves 50% on Oil Bills

The "All-Way"

Machine Oiler No. 6

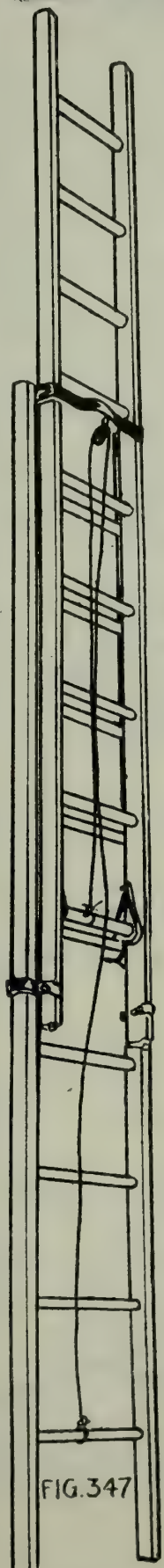
A feature that partly accounts for the successful sales that hardwaremen everywhere are having with this efficient, well-designed oiler.

The spout is flexible and self-cleaning, so that it may be bent to reach inaccessible places and is always free and open ready for instant use.

See also the All-Way Oiler, R.R. Oiler, Funnel and Filler, and Oil Gun.

The All-Way Oiler Mfg. Company
196 King St. West Toronto, Ont.

Beatty Bros. Limited Bulletin

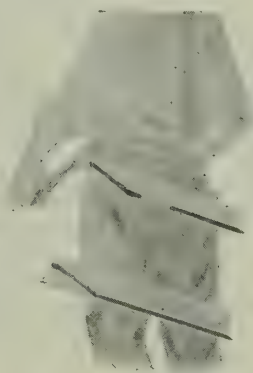


Ladders That Last

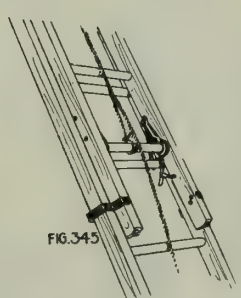
At this season of the year, there is a big demand for **good** Extension Ladders.

BT Extension Ladders can be relied on. They are made of only the best selected material.

The rungs are made of Maple, carefully shouldered and fitted to the risers.



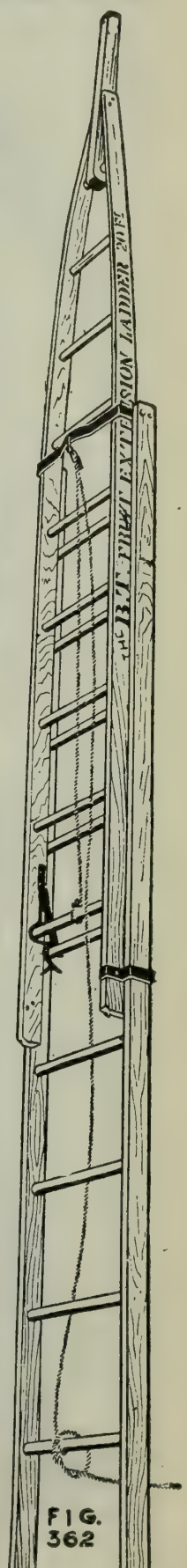
BT Extension Ladders are trussed with 3-16 inch high carbon steel wire drawn as tight as a piano string by means of a ⅜ bolt and nut. As shown above these wires can be tightened from time to time. The ladder is light and yet has the strength of steel.



The sure-working, malleable lock works automatically and does not need a second rope to operate it. It is attached so that there is no risk of splintering the risers where the lock is attached. It will sustain any strain which the ladder is capable of bearing. Write for prices and circular to our nearest branch.

Beatty Bros., Limited

St. John, N.B. Fergus, Ont
Winnipeg Montreal London
Edmonton Vancouver London, Eng.



If interested, tear out this page and keep with letters to be answered.

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES Doz.
Cast Steel $17 25
Golden Clipper 18 20
Little Giant 19 25
Bush 17 75

SNATHS Doz.
00 Patent $15 60
1 loop 15 00
2 loops 14 40
3 loops 13 20
Bush 16 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$12 00	$11 50
26 gauge	11 75	11 25
24 gauge	11 15	10 65
22 gauge	10 80	9 80
20 gauge	.....	9 35
18 and 20 ga...	10 10	....

F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)
Bright $6 10
Kegs 7 10

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner..$25 50
Perfection, No. 33, 3-burner.. 31 00
Perfection No. 34, 4-burner.. 40 00
No. 22G oven for above stoves 9 00
Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net......... 5 00
Detroit Glass Front Oven, No. 85, each, net ....
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List
No. 525, each $9 50
No. 530, each 10 50
No. 630, each 13 50
Discount 30% off list.

STRETCHERS, CURTAIN—
Star, No. 1, doz........... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b. b.................$ 62 00
Club, jap., cyco bearing..... 120 00
Champion, jap. fittings...... 47 00
Grand, jap., cyco b.b........ 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b..... 60 00
Standard, jap. fittings....... 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 56 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario...........$10 00

TACKS Discount
Wire Tacks ....60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920.60 and 15%
Double-pointed tacks 65-10%
Shoe findings list adopted Dec. 15, 1919.............Net list
List of Capped Goods adopted Jan. 1, 1916..60 and 15%
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5.44
Upright, with rack 6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list. Samson, ... discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft....... ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in...... $6 90 15 in......$12 50
10 in...... 7 70 18 in...... 16 00
12 in...... 9 10 add 15% to list.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 50
Jump, No. 1 .... 3 70

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	35	35	35
Draining Tools ...	35	35	..
Hollow Back Scoops	35	..	35
Sand Shovels	35	..	35
Hollow Back Shovels	35	..	35
Hollow Back Coal Shovels	35	..	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	..	..

Above discounts apply whether goods are sold in carload or less than carloads.
The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades....	$29.00	$28.00	$25.00
Draining Tools, No. 2, black........	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen. F.O.B. factory only.

Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE BINDERS Per ft.
500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. 1 00
Cones, 3-ply, lb. 0 96
Do., 4-ply, lb. ....

VALVES AND COCKS
Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 34%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2................ 23%
Bath cocks—Compression 30%
Flatway stop and waste cocks, Standard 32%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, standard..Net list
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard 5-8%
Gate or Straightway...........Net
Jenkins Gate Valve............10%
Standard Gate ....list plus 5%
Jenkins Globe ....list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 65	0 90
1½	0 80	1 20
2	1 10	1 75

Penberthy Brass Valves
Compodisk Valves ....net list
Gate Valves ....5 and 2½%
Regrinding Valves ....add 5%
Swing Check Valves..... add 7½%

WARES, ETC.
Britannic, advance 55%.
Scotch Grey Ware, 45%.
Colonial, 15%.
Imperial Ware, 15%.
Pearl, 15%.
Premier, list, plus 17½%.
Canada Ware, list, plus 17½%.
Crescent, 45%.
Diamond, plus 17½%.
White Ware, 35%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%.
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 40%.
Stamped Ware, retinned, 33 1-3%.
Copper Bottoms, plus 35%.
Tinners' Trimmings, plain, 33 1-3%.
Tinners' Trimmings, retinned, 33 1-3%.
Tinners' Trimmings, general, list plus 40%.
Factory Milk Cans, list plus 60%.
Milk Can Trimmings, list, plus 75%.
Cream Cans, list, plus 40%.
Railroad Cans, list, plus 33 1-3%.
Sheet Iron Ware, list, plus 45%.
Pieced Ware, ordinary, list, plus 60%.
Pieced Tinware, C.B., list, plus 80%.
Fry Pans, Acme, 10%.
Fry Pans, Quick Meal, plus 25%.
Spiders, steel, plus 25%.
Fire Shovels, japanned, list, plus 45%.
Steel Sinks, galv'zed, list plus 35%.
Steel Sinks, painted, list plus 35%.
Light Galv. Pails and Tubs, list plus 45%.
Heavy Galv. Pails and Tubs, list plus 35%.
Hollow ware, add 30%.
Garbage Pails, list, plus 30%.
Jap. Coal Hods, list, plus 60%.
Galv. Coal Hods, list, plus 75%.
Paper Lined Boards, 20%.
Wood-lined Boards, 5%.
Copper Boilers, list, plus 25%
Copper Tea Kettles, list, plus 50%.
Copper Tea and Coffee Pots, list plus 50%.
Stove and other Pipe, list, plus 75%.
Stove Pipe Thimbles, 40%
Stove Pipe Elbows, black and galv., list, plus 45%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 30% f.o.b. Montreal, Hamilton, Toronto, London and Halifax.
Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.
Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont.
Section, 1 lb., per 100 lbs..	$5 00	$5 60	$6 25
Section, ½ lb., per 100 lbs..	5 00	6 20	6 25
Solid, 3 to 30 lbs., per cwt.	3 40	4 90	5 25

WHEELBARROWS
Navvy, steel wheel, doz.....$81 00
Garden Steel, doz. 72 00
Light Garden, doz. 88 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 .
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Bright base 6 00
Annealed base 6 15
Galvanized price on application.
Coil spring on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25: packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire
No. 18 ....$10 00
No. 19 .... 10 50
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON
each
6 inch $2 00
8 inch 2 25
10 inch 2 50
14 inch 3 50
18 inch 5 00
24 inch 7 25
36 inch 13 50
Discount, 35%.
Canadian discount, 45%.

WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 165 50
Favorite, No. 511E........ 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 92 80
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 154 00
Challenge, No. 311E 100 30
Warranty 120 80
Bicycle 109 30
Safety 103 50
Eze 99 80
Rapid 90 80
Discounts from above list 20 per cent.
Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

TINKER TOM'S TALKS.

Talk No. 263

Sheet Metal Stocks

everywhere throughout Canada are reduced to undreamed of points.

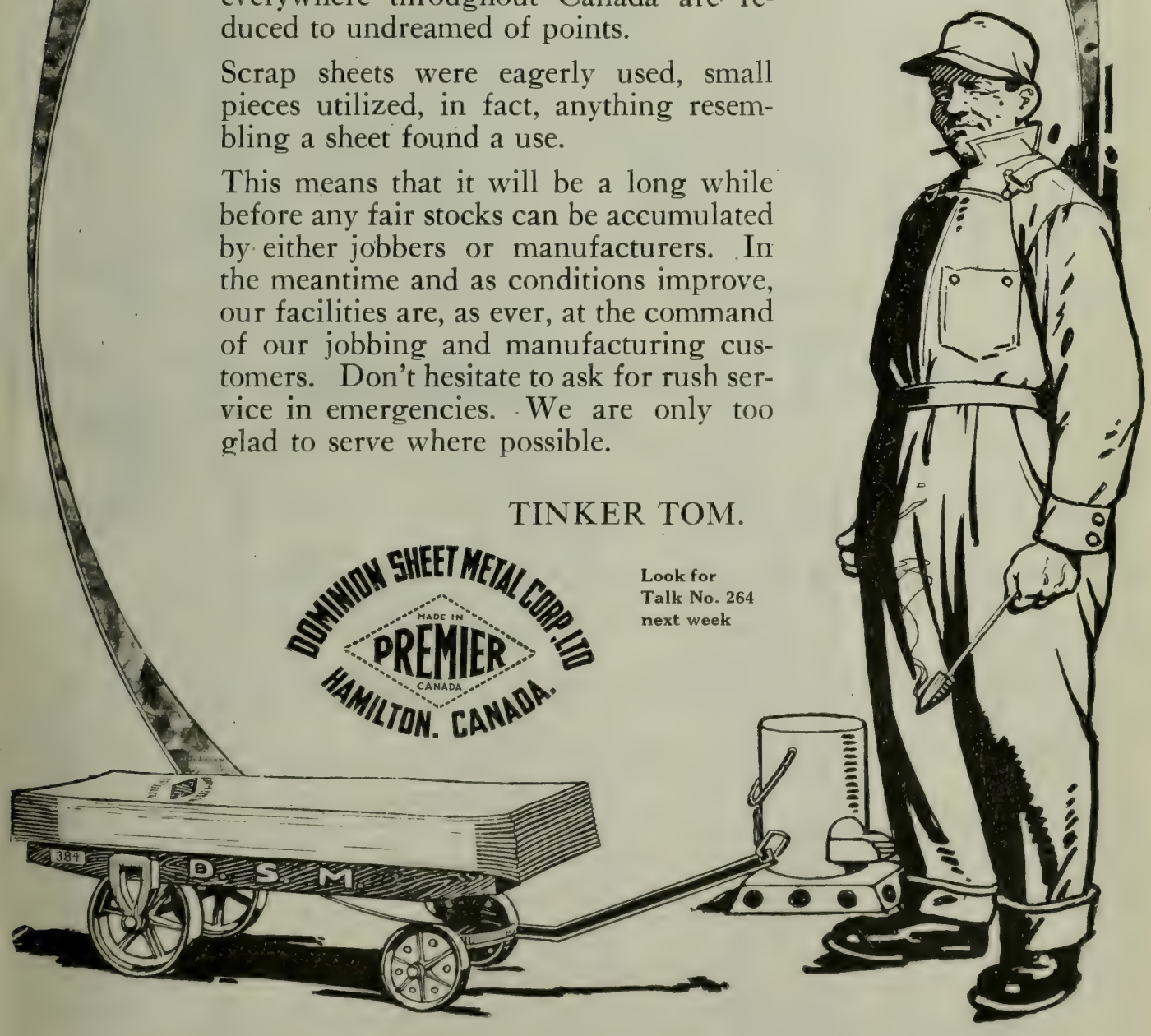
Scrap sheets were eagerly used, small pieces utilized, in fact, anything resembling a sheet found a use.

This means that it will be a long while before any fair stocks can be accumulated by either jobbers or manufacturers. In the meantime and as conditions improve, our facilities are, as ever, at the command of our jobbing and manufacturing customers. Don't hesitate to ask for rush service in emergencies. We are only too glad to serve where possible.

TINKER TOM.

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.

Look for Talk No. 264 next week



If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Montreal, Toronto, London.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	05-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	05-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	15½-19
Chrome green, pure	31-35
Chrome yellow	25-41
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	31-32
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ocre, 100-lb. kegs	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs.	05-08
Can. red oxide, bbls.	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE

	1 lb. tins
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 00
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	6 90
Hillcrest	7 00

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35

Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00
Discount.	

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85		45 45
86 to 90		48 85
91 to 94		49 80
95 to 100		58 55
101 to 105		65 35
106 to 110		73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.
Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS
Zinc coated, ½ and ¼ lb. packages, 22c lb.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.
Maritime differential 40c per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 35
Red Seal	20 00	20 35
O.P.W. English	20 00	20 60
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $22; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 50
Genuine, 100-lb. casks	15 50
Less quantity	17 00
Genuine Eng. casks	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)	
25s	0 34½
10s	0 35
5s	0 36
1s	0 39½
½s	0 43½

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Tons or over (cwt.)	$14 00
Smaller lots (cwt.)	15 00

LIUIQD, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.50- 7.00

F.o.b. Montreal, Toronto

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 10
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, whit-	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products
Everjet Elastic Carbon Paint—

	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 75
½ bbls., gal.	0 80	0 80
5s and 10s gal.	0 90	0 90
1s (per case of 1 doz.)	10 45	10 50

Everjet Black Enamel—

Crates 2 doz., 8 oz.	2 35	2 35
Crates 12 doz., 8 oz.	2 10	2 10
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25

Carbosota Liquid Creosote Oil—

Barrels	0 55	0 55
Half barrels	0 60	0 60
5s and 10s, gal.	0 70	0 70
1s (case 12 gals.), cs.	8 25	9 50

F.o.b. Montreal, Toronto

PARIS GREEN

(100-lb. lots.)	Per lb.
In barrels, about 600 lbs.	0 52
In kegs, about 250 lbs.	0 52½
In 50 lb. and 100 lb. drums	0 53
In 25 lb. drums	0 54
In 1-lb. packets	0 56
In ½ lb. packets	0 58
1 lb. tins	0 58
½ lb. tins	0 60

F.o.b. Montreal, Quebec, Moncton St. John and Halifax, Toronto Hamilton, London and Ottawa Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$12 00
Less, per lb.	0 14

SHELLAC

	Pure white	Pure orange
Per bbl.	$9 75	$9 00
Gal. jugs	10 05-10 15	9 30-9 40

F.O.B. Toronto, London, Montreal.
NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

TAR	Mont.	Toronto
Coal Tar, refined	8 25	8 50
Coal Har, crude	7 00	7 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cimoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 00
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.	Per doz
B.H.	$1 50
O.P.W.	1 60
Anchor	1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 45
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 12½
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs.	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20

WASTE

Cream, Polishing	$0 28

WHITE

XXX	0 23	XXX	0 24
XX	0 21½	XX, grad	0 22½
X	0 20	XLCR	0 21
XC	0 18½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 8	0 11	Fancy	0 19
No. 1	0 18	Lion	0 17
No. 7	0 16	Standard	0 15
No. 1A	0 14½	Popular	0 13
No. 1B	0 12½	Keen	0 11

Above lines subject to trade discount for quality.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 68
Johnson's	0 68
Jamieson's liquid wax, gal.	3 50
Gold Medal	0 42
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2 75
Gilders, bolted, in bbls.	3 00

Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	4 00

F.o.b. Montreal, Toronto London.

GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

6-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS — WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE MIRRORS, WIRED, LEADED AND WINDOW GLASS

CATALOGUES AND PRICE LISTS FREE ON APPLICATION — WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

RED S

Window Glass

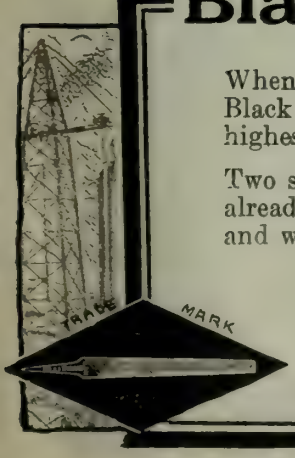
Also Plate, Figured, Stained, Wired, Bent, Mirror and Ornamental Glass.

Order Early

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
[illegible]/30	.....	.....	70 00
[illegible] S. & W.	.....	.....	54 50
[illegible] G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
35/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144 50
303 British..	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester Ammunition, 37½% off Dominion List.

Dominion Ammunition—Discount 45% off Dominion List.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16......	$6 00	18/16.....	$12 00
4........	5 00	19........	14 00
5........	5 00	20........	14 00
6........	5 00	21........	16 00
7........	5 00	22........	16 00
8........	5 00	23........	18 00
9........	6 00	24........	18 00
10........	6 00	25........	21 00
11........	7 00	26........	21 00
12........	7 00	27........	24 00
13........	8 25	28........	24 00
14........	8 25	29........	27 00
15........	9 50	30........	27 00
16........	9 50	31........	30 00
17........	12 00	32........	30 00

Discounts from standard list prices

Irwin ....25% on list

Gilmour ....10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Bar Iron—Round and square, ¾-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW. $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double' 'list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, net list; over 6 inch, 10% adv.; 7-16 inch and larger, 10% adv.; machine ⅜ and under, up to 4 inch, 5%; over 4 inch, 10% adv.; 7-16 and over, 10% adv., machine set screws, 25%; plough bolts, 5% adv.; stove bolts, 45%; shaft bolts, 12½% on; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CHAIN

Coil, 3-16 in., $19.00; ¼ in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25%.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHURNS

Barrel, No. 0, $10.50; No. 1, $10.50; No. 2, $11.50; No. 3, $12.50; No. 4, $14.50 each.

CLEVISES, MALL. 18½c per lb.

CLOCKS—Alarm

	Each
Big Ben	$3 35
Baby Ben	3 35
America	1 95
Lookout	1 00
Sleepmeter	2 75

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks

8, 9, 10 ....$1.08 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8.00; 12 in., $9.40; 15 in., $12.90.

Conductor pipe, 2 in., per 100 ft., $8.40; 3 in., $10.15; 4 in., $13.40; 5 in., $18.20

ENAMELWARE

See Wares.

FILES

Globe	Discount 50%
Nicholson Gen........	Discount 20%

FITTINGS—Malleable

Class A	50-10%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.... .	10%
Nipples 4" and under... . .	70%

FRY PANS

	Each
Cast iron, No. 8..........	$1 05
No. 9..........	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in..........	$18 60	$24 75
26 to 40-in..........	20 30	24 75
41 to 50 in..........	21 85	25 00
51 to 60-in..........	22 85	28 75
61 to 70-in..........	24 55	30 45

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz
Short Pattern	$1 20
Cold Blast, regular	1 20

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs............	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

HINGES, SPRING

	Doz.
No. 200, jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng..........	$12 75
28 Am. or 26 Eng.	12 35
26 Am. or 26 Eng.	12 05
24	11 90
22	11 90
18 and 20	11 75
16	11 60

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

Mrs. Pott's No. 55, set.......$2 00

Mrs. Pott's No. 50, set....... 2 15

Mrs. Pott's common sad iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$15 00
Lightning	$15.00

LANTERNS

Cold Blast

No. 2, plain	$13 00
No. 25, Dash-board	.....
Short Globe, doz............	13 00

LATCHES—THUMB, STEEL

	Doz
2	$3 75
3	4 25
4	5 00
Barn Door	
5	3 00
8	3 43
9	4 88

LEAD PIPE. $16.11.

LEAD WASTE. $17.01.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	......
New Century B	......
New Idea	......
Snowball	......

Prices on application.

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

	Doz.
O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 50
Mop Handles	2 10

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	6 85
Star	7 50	8 90

NAILS

Wire, f.o.b. Fort William, $6.25 base; Winnipeg, $6.75. Cut, f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in...........	$6 61
30 in...........	8 93
36 in...........	10 50

NUTS

Square, small lots, blank, $5.00; tapped, $5.25 advance on list; Hexagon, small lots, blank, $5.25, tapped, $5.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs...	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.......	6 75

OILS

Wm. Pen motor oil, $1.28; "Buffolite," 25c; Ideal Thresher, 50c; "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Royal gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electric 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS, PREPARED

(1 gallon can basis)

	per gal
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors..	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 25	1 10
Cyclone	1 40	1 53
Navy	....	...
Triumph	1 50	1 70

PIPE, WROUGHT.

Per 100 ft.	Buttweld, Steel Blk.	Galv.	Gen. Wrot. Iron Blk.	Galv.
⅛ in.		$ 6 12		$ 8 55
¼ in.		5 67		8 01
⅜ in.		5 81		8 15
½ in.		7 74		9 45
¾ in.		9 59		11 84
1 in.		14 18		17 55
1¼ in.		19 17		23 76
1½ in.		22 91		28 40
2 in.		30 83		38 25
2½ in.		50 00		62 00
3 in.		65 39		81 09
3½ in.		82 85		101 75
4 in.		98 19		120 51
4½ in.		114 30		141 84
5 in.		139 29		165 38
6 in.		172 89		214 52

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.25; 18 x 24, ordinary, $11.25; 20 x 28, ordinary, $11.50.

"Save the surface and you save all" — Paint & Varnish

SILKSTONE

(REGISTERED TRADE MARK)

FLAT WALL COLOURS

A Reliable Washable Paint

for spring re-decorating. SILKSTONE Flat Wall Colours have earned the reputation of being dependable in every way and each season are in demand by discriminating householders and painters.

Therefore, it behooves every particular merchant to carry an ample stock of SILKSTONE Flat Wall Colours for their customers' immediate satisfaction.

SILKSTONE Flat Wall Colours dry very smooth and hard, and can be washed without impairing the surface—a quality appreciated by the consumer.

Shipments of all colours can be made promptly.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

POLISH

O-Cedar— Doz.

4-oz.	$ 2 10
12-oz.	4 20
1-quart	10 50
½-gal.	16 80
1-gal.	25 20

Liquid Veneer—

4 oz.	2 40
12 oz.	4 80
1 quart	10 00
1 gal.	2 34

Bon Ton—

¼-pints	1 35
½-pints	2 10
Pints	3 25
Quarts	5 10
½-gals.	9 00
Gals.	15 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 35
No. 158, gal. 5" wheel	5 72

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. tins	16¾

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE—

British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in, ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.

Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.

Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.

Lath Yarn, 24¾c.

Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90
B. & A.—		
00, 0	$0 41	$7 10
½	0 43	7 55
1	0 48	8 55
1½	0 52	9 95
2	0 58	11 50
2½	0 75	13 25
3	0 85	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 62½% flat head, 65%; oval head, 62½%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	17 75
Excelsior	.....
Cast	17 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	14 37
Bush	16 25

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 50
14 gauge	9 50
16 gauge	9 60
18-20 gauge	9 80
22-24 gauge	9 85
26 gauge	9 90
28 gauge	10 00

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 48 to 49c.

SPIKES — BOAT

Pressed, ¼-in., $10.55; 5/16, $9.80; ⅜, $9; ½, $8.75.

STAPLES

Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00; 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	1 00
Cotton, 4-ply, cones	1 00
Cotton, 4-ply, balls	1 02

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 20-20 10% discount.

Colonial Imperial, Pearl, 12½% discount.

Premier, Canada, Diamond, plus 18%.

Whitewear, 30-7½%.

Japanned Ware, list, plus 37½%.

Japanned Ware, white, list, plus 47½%.

Japanned Sprinklers, list plus 37½%.

Stamped Ware, plain, 30-15% discount.

Stamped Ware, retinned, 20-20% discount.

Pieced Tinware, ordinary, list, plus 64%.

Pieced Tinware, copper bottoms, list plus 83½%.

Sheetiron Ware, list plus 46%.

Light Galvanized Pails, plus 52½%.

Tubs—

Light, plus 52½%.

Heavy, 41½%.

Pails and Tubs, plus 41%.

Jap. Coal Hods, list plus 62%.

Galvanized Coal Hods, list plus 77%

WASHERS—

Size	Case lots	Less
3/16 in.	$20 60	$21 10
¼ in.	18 08	18 58
5/16 in.	16 96	17 46
⅜ in.	15 70	16 20
7/16 in.	14 72	15 22
½ in.	14 16	14 66
9/16 in.	14 02	14 52
⅝ in.	13 88	14 38
¾ in.	13 74	14 24
⅞ in.	13 60	14 10
1 in.	13 60	14 10
1⅛ in.	13 60	14 10
1¼ in.	13 88	14 38
1⅜ in.	13 88	14 38
1 7-16 in.	12 05	12 55
1½ in.	12 05	12 55

WASTE

Cream, polishing $0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WIRE — BARB

Lyman, 4-point, $5.80 Winnipeg; Glidden Cattle, 2-point, $5.60 Winnipeg; Baker, 2-pt., $5.50 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.50; No. 12, $6.65; coil spring, plain, Winnipeg, No. 9, $6.55; No 12, $6.70.

Patented screen in 100-ft. rolls $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop $7.75 Winnipeg, $7.25 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $7.20; No. 10, $7.26; No. 12, $7.40; No. 14, $7.60; No. 15, $7.75; No. 16, $7.90 per 100 lbs.

WRENCHES — NUT

Agricultural—

6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45

Perfect Handle—

6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES — PIPE

Stillson—

6 inch	$1 40
8 inch	1 55
10 inch	1 75
14 inch	2 45
18 inch	3 50
24 inch	5 05
36 inch	9 45

Trimo—

10-inch	$1 81
14-inch	2 50
18-inch	3 63
24-inch	5 25

	— Dozen—	
Always Ready	Black	N. P.
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in.	24 00

When writing to Advertisers kindly mention this paper

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND
A
ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

McKinnon and Perfex Radiators

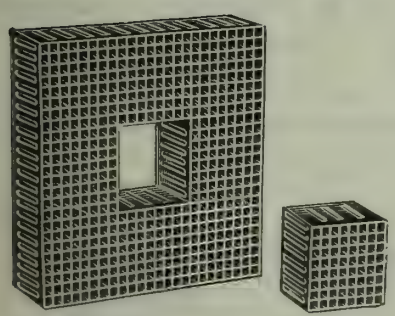
For Ford Cars

The McKinnon radiator is the only one now produced in quantity which is really cellular. It is constructed to provide proper radiation (cooling of the water around the water-jacketed engines). The cellular type is a combination of individual cells made of metal as thin as .0025 of an inch without tearing or stretching the strips.

McKinnon—For Fords

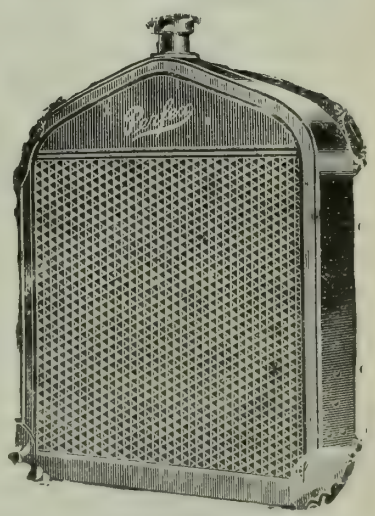
It has been carefully tinned inside and out; the sides of water tubes are corrugated; the cells are individual.

Powerful and Handsomely Constructed



Showing how damaged section of the "Cellular" can be cut from core and new cells made ready to fit in.

The Perfex Radiator is a patented product embodying the following features—handsome appearance, flexible core construction, heavy tanks, patented spring bracket suspension, highest grade materials, tanks are made of a heavy special mixture of bronze with 18-gauge material; castings riveted and soldered.



Perfex—For Fords

The J. H. Ashdown Hardware Co., Limited

Calgary **Winnipeg** **Saskatoon**

If interested, tear out this page and keep with letters to be answered.

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

O-Rib-O

Round Coal Chute

This shows a wall in section so that our Round Coal Chute can be seen as it appears in place. The door of this serviceable coal chute is also made with a flange which fits over the rim of the frame, making it both wind and water proof. It is fitted with our self-locking device.

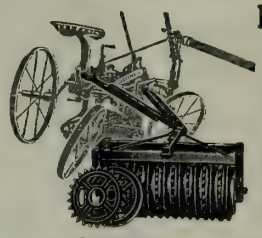
With walls under 12" thick, use No. 1 or No. 4. Over 12", No. 2 or No. 5.

O-Rib-O Manufacturing Co.

Winnipeg, Manitoba

Plow Attached Packers and Harrows

WE MAKE THE BEST LARGE PACKERS SOLD



MULCHER

LEADERS IN OUR LINES

Write for Price List and Catalog

PLOW HARROW

Surface and subsoil also supplied when called for.

CHRISTIANSEN IMPLEMENTS LTD., WINNIPEG

ARNETTIZE YOUR STORE

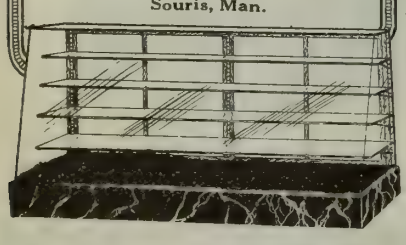
Arnett Service

What it is

Ask for catalog and description of Arnett Service—a free service of store rearrangement by experts.

Thomas Lewis Arnett

Souris, Man.



MILBRADT LADDERS

are made in many styles and to fit all kinds of Shelving.

Write to J. H. Ashdown Hardware Co., Ltd., Winnipeg; Marshall-Wells Co. Ltd., Winnipeg; or direct for Catalogue and Prices.

John Calander Mfg. Co.

153 E. 13th Street

ST. PAUL, MINN., U.S.A.

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited

Winnipeg, Man.

HARDWARE SPECIALTY LINES WANTED FOR WESTERN CANADA

P. R. BRECKEN, Limited

Manufacturers' Agent

108 Sixth Avenue West

CALGARY ALBERTA

OWL BABBITT METALS

A composition of pure virgin Metals with unusual wearing qualities. Always specify Owl Brand. Made in the West by

THE OWL METAL CO., LTD.

WINNIPEG, MAN.

CASE TIRE TOOL - EASY

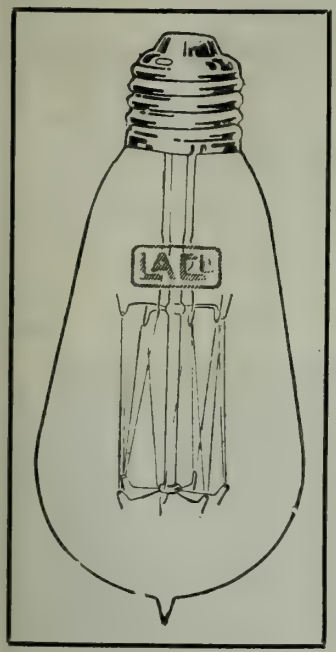
Takes off—puts on Clincher Tires quickly. New great invention. Also **Case Rim Tool** takes rims off tires. Malleable. Ask any dealer, or send **$4.50** to

MOTOR NECESSITIES CO. OF CANADA

231 Somerset Bldg. Winnipeg, Canada

The Advertisers would like to know where you saw their advertisements—tell them.

If interested, tear out this page and keep with letters to be answered.



LACO TUNGSTEN AND NITRO LAMPS

ARE

BACK AGAIN

After a period of nearly two years during which, it has been practically impossible to secure them, we are again in a position to fill your orders for these well known lamps.

And there is no difference between the lamp we can now ship you and the previous ones except that, whereas they were formerly made in Holland, they are now made in Canada.

The quality and efficiency are the same. When you supply a customer, with one of these lamps, you are not guessing, **you know** that you are supplying him with lighting satisfaction, you have our guarantee as to that. So if you have not arranged for your supply, do so now.

GREAT WEST ELECTRIC COMPANY, LIMITED

WINNIPEG

THE
Saskatchewan Glass & Supply Co., Ltd.
MOOSE JAW, SASK.
GLASS

MR. HARDWARE DEALER:—

BUY in MOOSE JAW

SERVICE and PRICE UNBEATABLE

WE CAN SUPPLY ANY SIZE IN

PLATE AND WINDOW GLASS
WINDSHIELD GLASS
MIRRORS AND FANCY GLASS

and all kinds of Glass for a building

TRY US AND BE CONVINCED

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
H. W. Johns Manville Co., Toronto, Ont.

Ash Sifters
Leslie Tinware Co., Ltd., The, Ottawa, Ont.
Samuels & Co., J., Toronto.

Auger Rings
Crescent Co., The, Meriden, Conn.

Auto Accessories, Equipment and Supplies. (Jobbers)
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
Northern Electric Co, Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Hurtubise, Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
The All-Way Mfg. Co., Toronto, Ont.
Apollo Plug Mfg. Co., Birmingham, Eng.
Auto Specialties Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
K-P Products Co., Inc., New York.
Will. B. Lane, Chicago, Ill.
Marquette Mfg. Co., Inc., The, St. Paul, Minn.
The Locktite Mfg Co., Windsor, Ont.
John Morrow Screw & Nut Co, Ltd., Ingersoll.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill.
C. A. Shaler Co., Waupun, Wis.
A Schrader Sons, Inc, Toronto.
The Star Specialty Mfg. Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Great Western Smelting & Refining Co., The, Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co. Ltd., Toronto
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co., Ltd., The, Toronto.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Cotton
Campbell Agencies, Toronto.
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Blankets, Horse
J. J. Turner & Co, Peterboro, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Boiler Patch
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Coupling
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Stay
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
Renaud Motor Supply Co., Ltd., The, Montreal.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.
Tallman Brass & Metal Co., Hamilton.

Barbed Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

The Paint Man's Best Friends

BOWSER ESTABLISHED 1885 **Paint Oil Storage Outfits**

They prevent evaporation and gumming; leakage and spillage. Keep the oils pure and clean; keep the oil room clean and free from fire hazard.

Measure oils accurately, quickly, without loss and in a clean satisfactory manner.

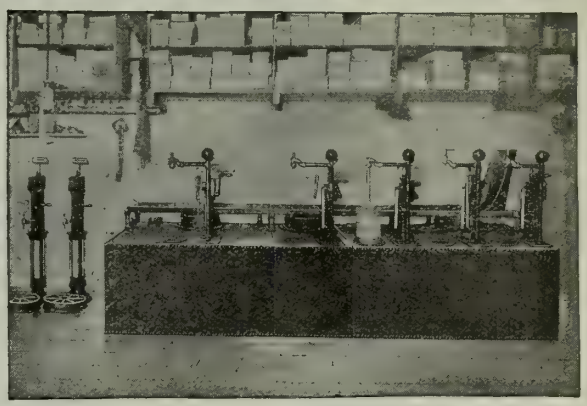


Fig. 109 First Floor Outfits.

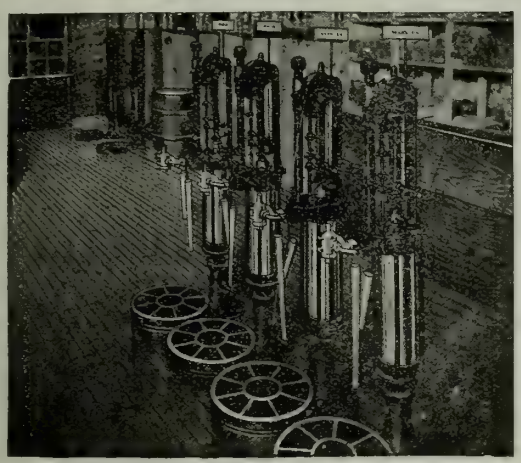


Fig. 115 Pumps on Sales Floor. Tanks anywhere in basement.

May be installed where most convenient: require but little floor space.

BOWSER Storage Is: Systematic—Clean—Saving Sanitary—Practical—Safe

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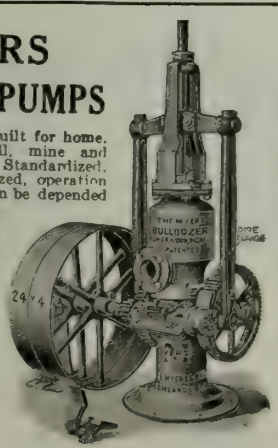

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THE BUYERS' GUIDE

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blacksmith Supplies
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Smythes, Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughan & Bushnell, Chicago, Ill.

Brake Lining for Ford Cars
Adamson Mfg. Co., Hamilton, Ont.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
National Hardware Co., The, Orillia, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carbon Reducers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The Nationaal Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.
National Hardware Co., The, Orillia, Ont.

Castings, Gray-iron
Canadian Stoves, Limited, Grimsby, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement
The Barrett Co., Ltd.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Van Cleef Bros., Chicago, Ill.

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
John Cowan Co., Ltd., Montreal, Que.
Vel-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co., Hartford, Conn.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
Williams & Co., J. H., Brooklyn, N.Y.

Cleaners, Wall
The Satinette Products Mfg. Co., Toronto.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A. R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Barrett Roofings, Cements Industrial Paints etc.

THESE Barrett Products are widely advertised in farm and technical publications throughout every province. The demand created by this advertising, *plus* the requirements of thousands of users who have already proved the superiority of these products, means easy sales for dealers who are alive to the opportunity.

We can fill your orders promptly, if you send them *now*.

Everlastic "Rubber" Roofing

THIS is the biggest selling roll roofing on the Canadian market.

It is popular with users, because moderate price and long service mean sound economy.

It is popular with dealers, because quick sales and satisfied customers mean larger profits and more business.

Long years of manufacturing experience and the use of carefully selected materials insure the uniform high quality of Everlastic "Rubber" Roofing. It is *always* good.

Everlastic "Rubber" Roofing is made in three weights; light (1-ply), medium (2-ply) and heavy (3-ply), and put up in rolls containing 108 square feet. Nails and cement are packed with each roll.

Everlastic Liquid Roofing Cement

FOR renewing the life of old and worn-out felt and "rubber" roofing, Everlastic Liquid Roofing Cement is positively without an equal. It is easy to apply and forms a new wearing surface that is smooth, tough, waterproof and so durable that it makes the old roof good for several years of extra service.

Although Everlastic Liquid Roofing Cement is a comparatively new product, roof owners have been quick to recognize its value and it is a big seller everywhere.

If you want to save money for your customers you should sell them this remarkable Barrett Product.

Everlastic Liquid Roofing Cement comes ready for use in packages of various sizes, ranging from 1-pint cans to 40-gallon barrels.

The Barrett Trade-Mark stands for high quality products, moderate prices and fair dealing.

It pays to handle goods bearing the Barrett label.

Other Barrett Products are: Creonoid (Fly Oil) Lice Destroyer and Cow Spray, Elastigum Plastic Patching Cement, Everjet Elastic Carbon Paint.

ST. JOHN, N.B. HALIFAX, N.S. SYDNEY, N.S.

The Barrett Company LIMITED

MONTREAL WINNIPEG TORONTO VANCOUVER

THE BUYERS' GUIDE

Cordage
The Acro Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Noreross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.

Door Hangers
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Dressings
Army & Navy Mfg. Prod. Regd., The, Montreal.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drills, Twist
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renand Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Munderloh & Co., Ltd., Montreal, Que.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Engine Studs
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

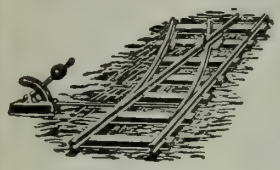
Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

G R

MINISTRY OF MUNITIONS



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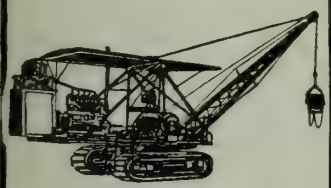
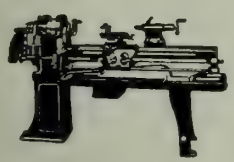
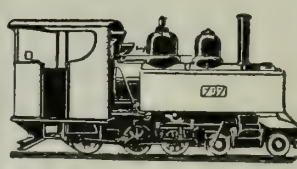
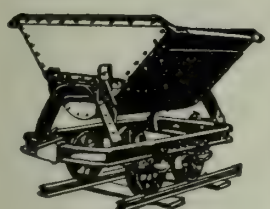
ENGINEERING STORES

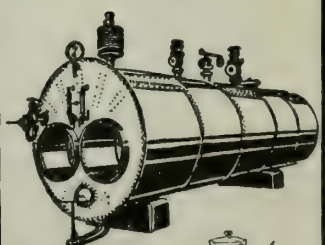




- Ferrous and Non-Ferrous Metals
- Plant and Machinery
- Steam Engines and Boilers
- Factory Stores
- Machine Tools
- Railway Material
- Contractors' Stores
- Electrical Instruments and Machinery
- Medical Stores
- Chemical and Explosives
- Motor Vehicles
- Agricultural Machinery
- Aircraft
- Furniture
- Textiles and Clothing
- Boots and Leather Equipment
- Motor Boats, etc., etc.

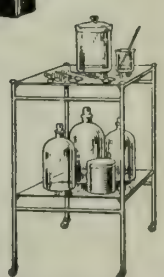






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Whitehall Place, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canadian Stoves, Limited, Grimsby, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.
Merchants Hardware Specialties, Ltd., Calgary.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Ltd., London.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Williams & Co., J. H., Brooklyn, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Vander Linde Rubber Co., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Gopher Poison
Anton Mickelson Co., Ltd., Winnipeg, Man.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.
Beatty Bros., Ltd., Fergus, Ont.
Stevens & Co., New York.

Grinders, Bench, Tool and Sickle
The Star Specialty Mfg. Co., Chicago, Ill.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co, Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Vaughn & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Wells Bros. of Canada, Galt, Ont.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Morrow

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"Make their mark" in every shop and plant so definitely that they are purchased in ever increasing quantities. When a chart is made, or a curve plotted to represent increased production at lowered cost, Morrow High Speed and Carbon Twist Drills are a direct factor.

Morrow High Speed Drills are made from hammered steel bars, and are Morrow tempered. These reliable drills increase production and reduce cost by giving more holes with less regrinding. Morrow Carbon Drills are made from Sheffield (England) steel.

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"Oldest, largest, best equipped Plant in the Dominion manufacturing Set Screws, Cap Screws, Engine Studs, Semi-Finished Nuts."

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No Reliable Jobber Will Substitute

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THE BUYERS' GUIDE

Hinges, Spring
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
J. H. Stull Mfg. Co., St. Thomas.

Hoes
Wand & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The John Cowan Co., Montreal, Que.
The Graselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kalsomine Cleaner
Satinette Products Mfg. Co., The, Toronto.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calendar Mfg. Co., St. Paul, Minn.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Inc., Philadelphia.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.
White & Colquhoun, Glasgow, Scotland.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Montreal.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Manufacturers' Agents
C. C. Craig Co., Winnipeg, Man.
F. W. Lamplough & Co., Montreal.
G. T. Mumford, Winnipeg, Man.
David Philip, Winnipeg, Man.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

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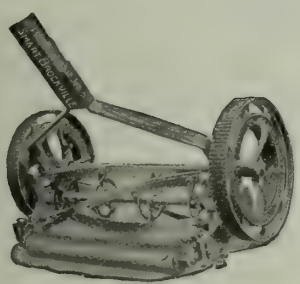

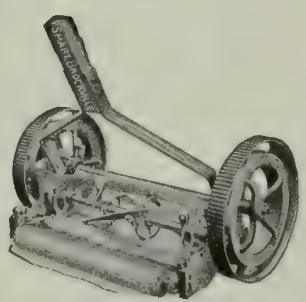

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H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mills, End
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Milling Cutters
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Helios Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Diskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Cold Pressed
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts of Every Variety of Finish
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Wool Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers' Cordage Co., Montreal.
Canadian Asbestos Co., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co. Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wool Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 180 North State St., Chicago, Illinois.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pins, Taper
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Lewis Bros., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd., Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.
Satinette Products Mfg. Co., The, Toronto, Ont.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
The Army and Navy Mfg. Products, Reg'd. Montreal.
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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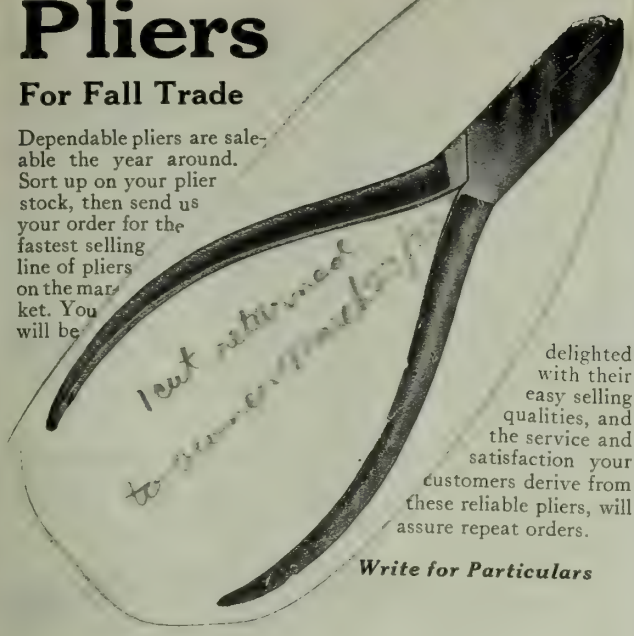

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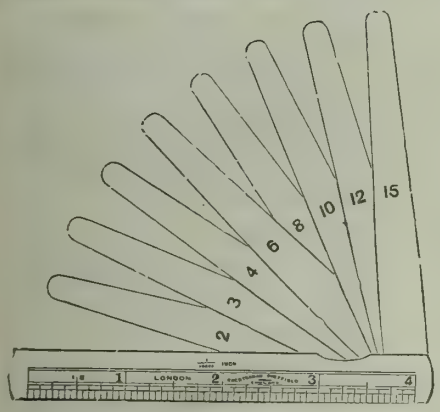
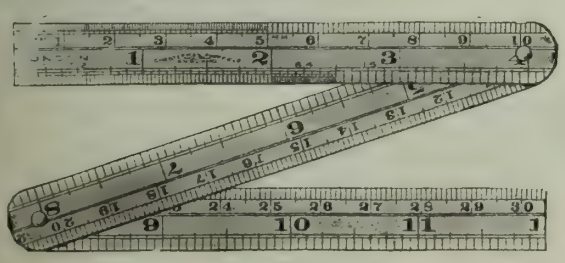
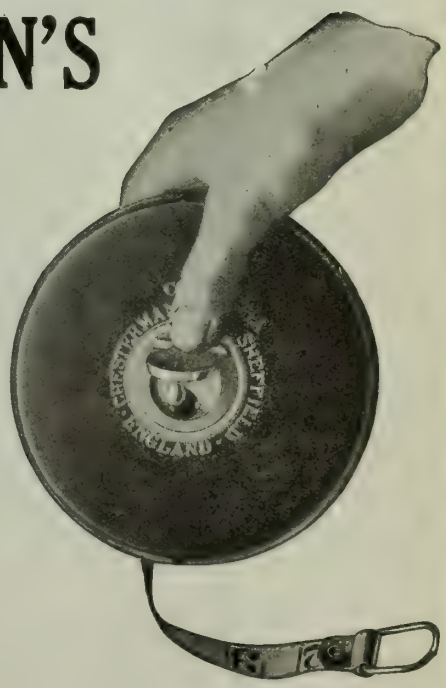


Steel Feeler Gauge





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B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. R. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps (Electric)
Hurley Machine Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Guerney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.
"X" Laboratories, New York.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Coleman Fare Box Co., Toronto.
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Sales Co., Toronto.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Butterfield & Co., Rock Island, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Tees, Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd., Winnipeg Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tulley, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asestos Co., Montreal, Que.
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Screws, Set and Cap
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Thumb
John Morrow Screw & Nut Co., Ltd., Ingersoll.
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shellac
Stewart & Wood, Ltd., Toronto.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Show Cases
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.

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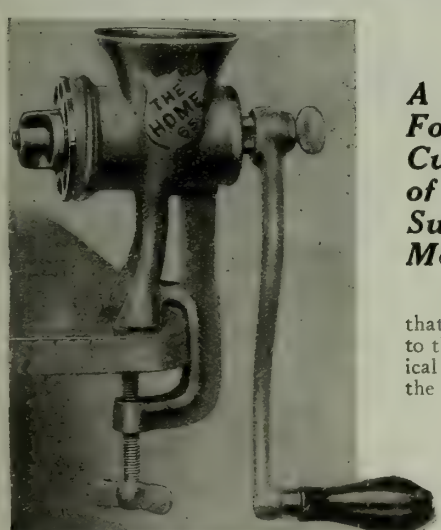

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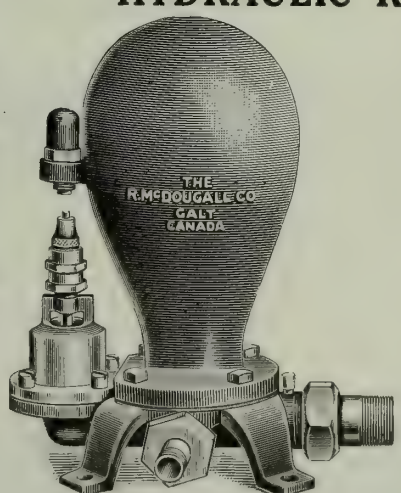

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GALT - - ONTARIO

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Sifters, Ash
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder, Silver
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spark Plugs
Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Walker, Vallance, Limited, Hamilton, Ont.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Canadian Potato Machinery Co., Ltd., Galt, Ont.
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
Laidlaw Bale Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Store Fixtures
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Winnipeg.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Canadian Stoves, Limited, Grimsby, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Merchants Hardware Specialties, Ltd., Calgary.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Strapping, Box
The Acme Steel Goods Co., Ltd., Montreal.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.
Merchants Hardware Specialties, Ltd., Calgary.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Tacks
The Canada Tack & Nail Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Vander Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

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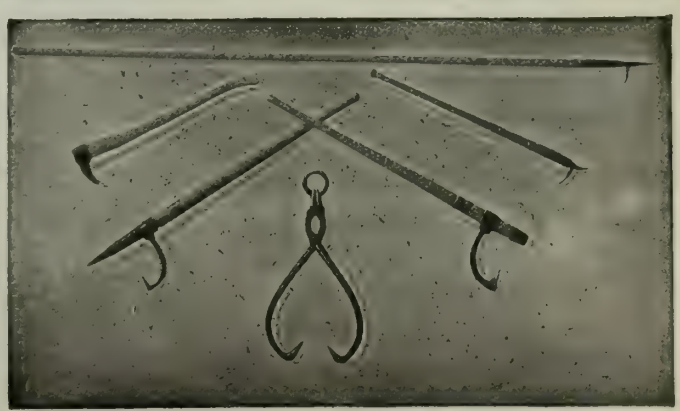

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THE BUYERS' GUIDE

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Toboggans
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
James H. Cummings, Chicago, Ill.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H. W. Johns-Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Tumbler Holders
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
The Hurley Machine Co., Ltd., Toronto.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

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Brandram-Henderson, Ltd., Montreal.
British America Paint Co., Ltd., Victoria, B.C.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
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[illegible] & Co., Toronto.
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Standard Paint & Varnish Co., Ltd., Windsor.
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Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

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Canadian Veneering Co., Acton Vale, Que.

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Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
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Stanley Rule & Level Co., New Britain, Conn.

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Williams & Co., J. H., Brooklyn, N.Y.

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Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
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The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
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Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

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E. B. Eddy Co., Ltd., Hull, Que.

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The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
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Wax, Floor
Stewart & Wood, Ltd., Toronto.

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Imperial Bit & Snap Co., Racine, Wis.

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Canada Paint Co., Ltd., Montreal.
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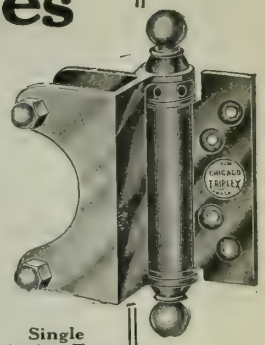

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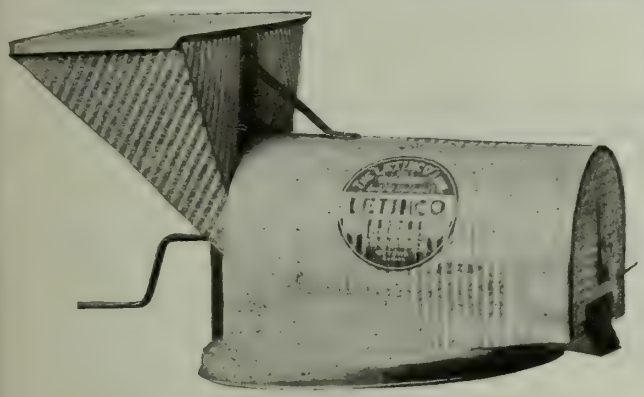

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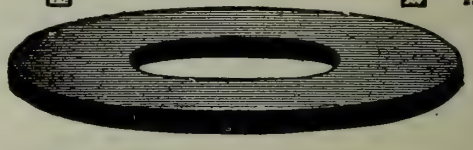

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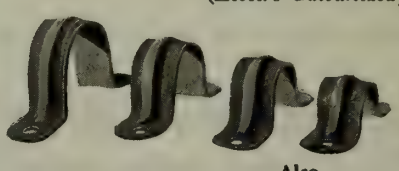

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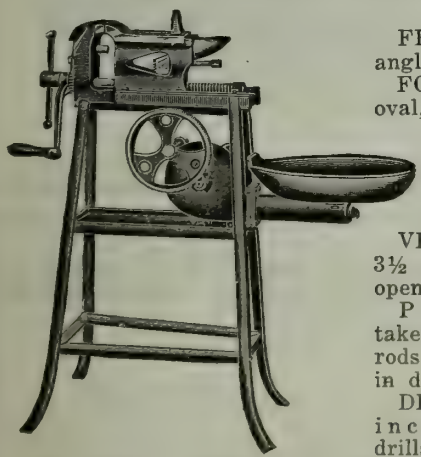

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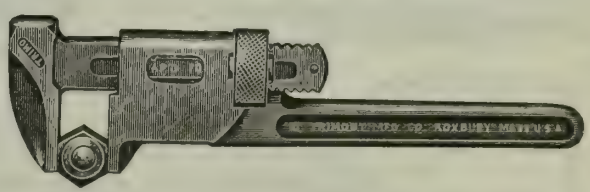

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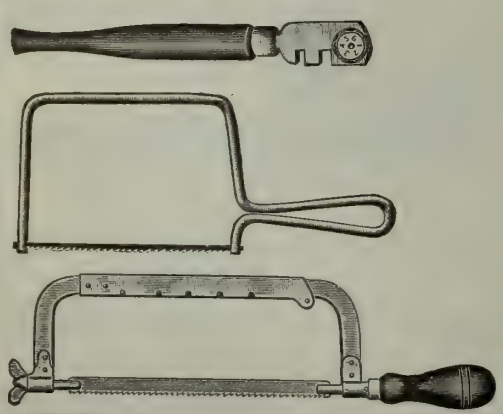

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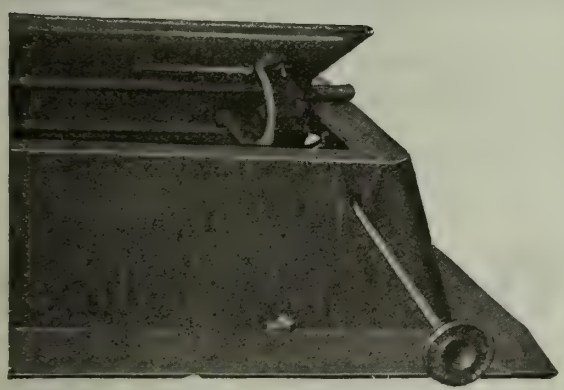

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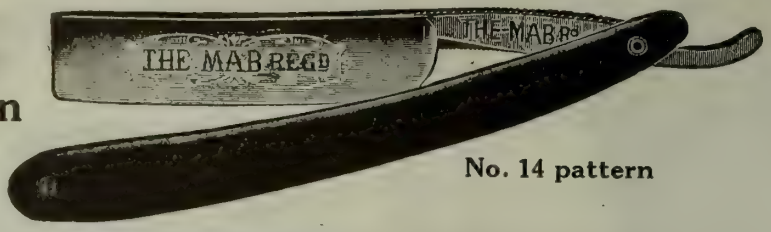

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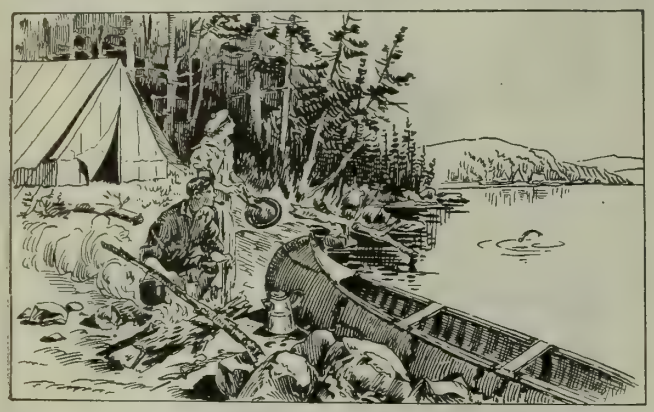

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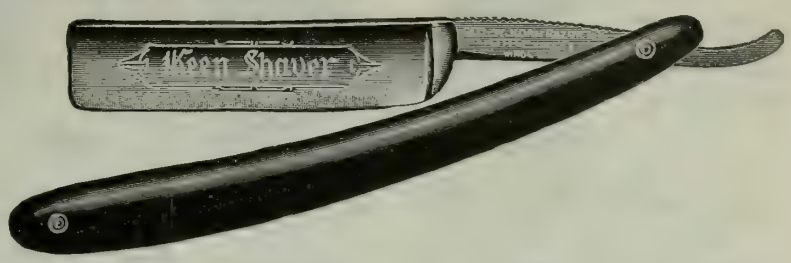
A razor that doesn't show a good, even temper doesn't get a chance to get over your counter. BUT G. W. KORN'S DO.—

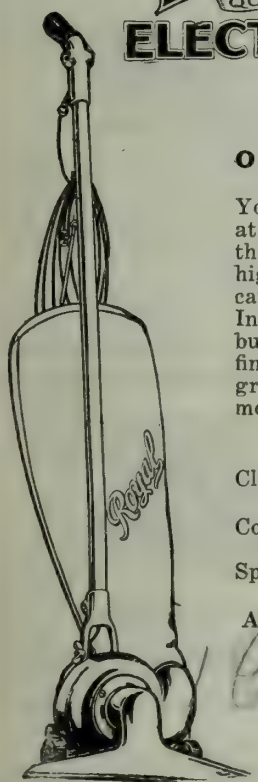
And the G. W. Korn line includes a style at a price to suit all classes.



GEO. W. KORN RAZOR MFG. CO., Little Valley, N.Y., U.S.A.

Canada Office: 140 McGill Street, Montreal

ROYAL
QUALITY SERVICE
ELECTRIC CLEANER



The Aristocrat of Suction Cleaners

You will not find any cleaner, at any price, combining such thoroughness in design, such high quality materials and such careful accurate workmanship. In every detail the ROYAL is built with the exacting care of a fine watch—every part being ground and fitted with the utmost precision.

ONE PRICE ONLY

Cleaner only $72.00

EXTRAS

Complete Set Attachments $17.50

Special Set Attachments .$12.50

Absolute Protection to Dealers.

Write Us.

Munderloh & Co. Limited

Montreal - Canada

SIMONDS SAWS

Simonds Crescent Ground Cross-Cut Saws are the most economical saws to buy in the long run. They stand hard usage and wear exceptionally well, hold their cutting edge and temper longer than the ordinary saw and do not bind in the kerf. Lumbermen prefer the Simonds Crescent Ground Cross-Cut saw because they have proven that it will cut 10 per cent. more timber than other brands.

Write for Prices

SIMONDS CANADA SAW CO., LIMITED

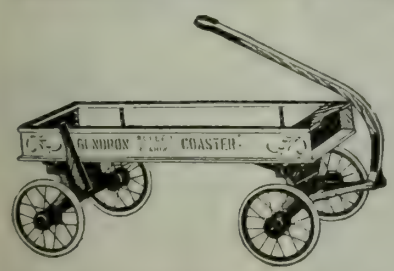
"The Saw Makers"

St. Remi St. and Acorn Ave.

Vancouver MONTREAL St. John, N.B.

THE GENDRON MFG. CO., LTD., Toronto, Canada,

Makers of Children's Vehicles, Bathroom Fittings, Sleds an Sleighs



Lines comprise Metal and Wood Body Express Wagons, Velocipedes, Doll Cabs, Go-Carts, Baby Carriages, Carriers, Invalid Wheel and Rolling Chairs, Towel Bars, Soap and Sponge Holders.

The Gendron Mfg. Co., Limited, 137 Duchess Street, Toronto, Canada

If interested, tear out this page and keep with letters to be answered.

OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

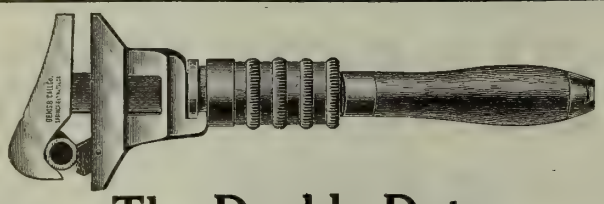
ACME WASTE MFG. CO., LIMITED
492 WELLINGTON ST. W., TORONTO

That Beacon Light!
You May Let It In By Asking for Our Circular

Our Cash Carriers will enable your selling staff to devote more time to customers, and to serve them more promptly. In other words, the staff can do more business when Gipe-Hazard Carriers are used than it is possible to do without them, which, when properly interpreted, means greater profits for the merchant, and better satisfied customers.

Too, a double check on all sales, and your money in the office where it should be.

GIPE-HAZARD STORE SERVICE CO., LTD.,
113 Sumach Street
Toronto, Ontario, Canada



The Double Duty

The "B. & C." Combination Wrench is the strongest double duty wrench ever made. One side takes a firm grip on the pipe, the other grips nuts in the reliable "B. & C." way. It's a good profit builder.

Write for B. & C. details.

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass.

TRADE B&C MARK

BRILLIANTONE STEEL NEEDLES

The best in the world. A sure money-maker and a guaranteed repeater.

Prices as follows:

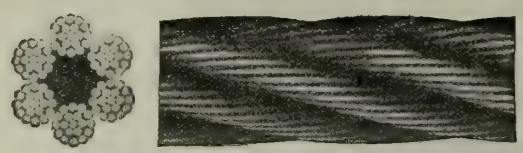
In 50 package lots .09½ cents per package
In 100 package lots .09 cents per package
In 250 package lots .08½ cents per package
In 500 package lots .08 cents per package

Get the best and have a business builder.
Four tones—light—medium—full and extra loud.
Please specify tones when ordering.

If you have not received my latest catalogue of Phonograph Supplies—Write for it to-day.

H. A BEMISTER
10 Victoria Street **Montreal, Que.**

WIRE ROPE AND FITTINGS



OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO. LIMITED
TORONTO **CANADA**

Made in Scotland.

TRADE MARK "MORRISCA"

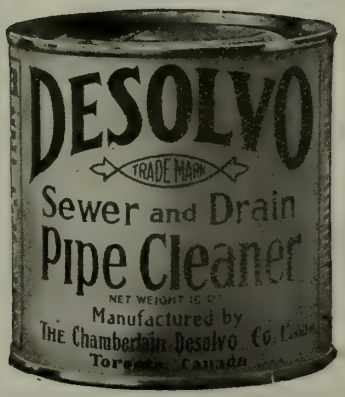
Used the world over.

ESTD. 1855

MORRISCA BRAND
Silkworm Gut Products and General
FISHING TACKLE

Write for Export Terms to—

MORRIS CARSWELL & CO., LTD.
118, HOWARD STREET, GLASGOW, SCOTLAND.
And at MURCIA, SPAIN



DESOLVO
Continuous Sales

will result for the wise dealer who stocks Desolvo the handy cleaner. Good profits, quick turnover.

THE CHAMBERLAIN DESOLVO COMPANY
110 Church St., Toronto

Eastern Canada Representatives:
RICHARDSON & BUREAU,
55 St. Francis Xavier St.,
Montreal, Quebec.

Ontario Representative:
L. F. MAYNE,
99 Quebec St., Toronto.

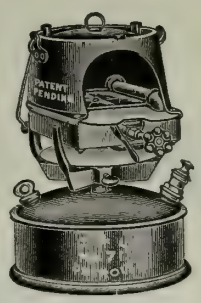
Maple Leaf Stitched Cotton Belting

has proved itself and satisfied critical mechanical men in hard machine-shop use where belting is severely tested. Its construction of stitched cotton wins out.

There is a good margin of profit in handling it. "Maple Leaf" Brand Belt Dressing gives longer life and more satisfactory service to all makes of beltings.

Write To-day.

The Dominion Belting Co., Limited
Hamilton, Canada



No. 71 Fire Pot.
List Price, Each, $27.20.
Ask for discount.

The No. 71 Noiseless Fire Pot

The No. 71 C. & L. Fire Pot is Noiseless, Smokeless and Odorless. The tank is made of heavy gauge seamless drawn steel, reinforced, with all fittings welded in, making it extra strong and durable. The burner is circular, having two flames, burning from each side to the center and producing the maximum heat obtained from gasoline. It is also fitted with sub-flame, permitting the operator to turn the flame down low when not in use and still keep up perfect generation. Jobbers supply at factory price. Send for catalog.

CLAYTON & LAMBERT MFG. CO
Detroit, Mich., U.S.A.

HADFIELD & CO.
WYMING WORKS, HOWARD STREET
SHEFFIELD, ENGLAND

If you require the BEST

Stainless Table Cutlery
ORDINARY TABLE CUTLERY
PEN AND POCKET KNIVES
RAZORS AND SCISSORS

Also our latest special line:

British Combs for British Homes
ALUMINIUM, NICKEL, SILVER AND PIN WIRE TOOTH

Agents Wanted

GREAT WESTERN XXXX NICKEL BABBITT

Positively the Highest Grade Babbitt Metal on the Market

Made in Canada

GREAT WESTERN SMELTING & REFINING CO., LIMITED
VANCOUVER, B.C.

Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. ***Immediate Shipment***

JAMES HUTTON & CO.
706 Shaughnessy Building - MONTREAL

Hamilton Gas Mantles

for gas — gasoline — kerosene — and acetylene — lighting have a proven sales record, good demand, good profit, and, through quality, a good effect in holding customers for future business.

The Hamilton Gas Mantle Company, Limited
Head Office and Factory:
TORONTO **HAMILTON, CANADA** MONTREAL

Its Handiness SELLS IT

The Imperial Folding Steel Auto Chair is built of best steel of oval section, finished in rich black japan; seat and back upholstered in black waterproof art leather.

This comfortable, strong chair is a boon where space is at a premium, folds to less space than any other chair — yet perfectly convenient. Adult size seat 16" high. Children's size, seat 12" high.

Imperial Bit & Snap COMPANY
RACINE - WISCONSIN

We Make a Specialty of

Special Steel Stampings

Send us your requirements and we will give you

Quotations

Homer & Wilson
Lancaster Street
Hamilton, Ont.

Let Us Work for You—

"No Order too Large"; make this your slogan. We carry a complete line of everything in building materials, tile, marble, terrazzo, mantels, fire-place fittings, etc. Wire, 'phone, or write. Let us work for you. Be our agent in your district.

We cover Western Ontario and Niagara Peninsula.

Kent - Garvin Co., Limited
Hamilton, Canada

NOTICE TO THE TRADE
FOR 6 MOS. MAY JUNE JULY AUG. SEPT. OCT.

You can make quick sales and big profits selling the

"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by
NATIONAL STAMPING & ELECTRIC WORKS
CHICAGO, U.S.A.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.

Agents:
F. Manley, 42 Sylvester-Willson Bldg., Winnipeg
Sankey & Mason, 839 Beatty Street, Vancouver.

NORCROSS
GARDEN CULTIVATORS

are growing in demand every day. Over a Million are now in use. Sell one to a customer and you get his next door neighbor. Every Farmer and Gardener is a prospect. The Norcross comes in (3) sizes, 5-Prong, 3-Prong and Midget, suited to both men and women. A Norcross bears a Distinctiveness of Quality—Class and Finish that quickly appeals to buyers. Well made—Durable—Handsome in appearance, they sell readily at a good profit and you can confidently recommend them. Ask your jobber for Norcross Goods.

C. S. NORCROSS & SONS
Sole Mfrs. BUSHNELL, ILL.

H.R.S & Co.
Regd. Trade Mark

HARDWARE
HEAVY & SHELF

METALS
ALL DESCRIPTIONS

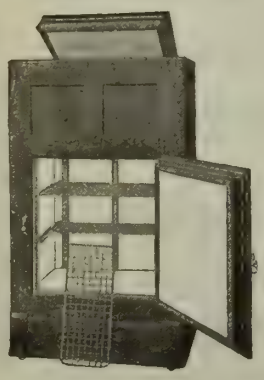
Henry Rogers, Sons & Co., Ltd.
Estab'd 114 Years
WOLVERHAMPTON, ENGLAND
Representatives: Harry F. Moulden & Son, Winnipeg, Man.

PLUMBS **SAND'S** LEVELS

Deserve your confidence because they are known and wanted throughout the building trades and represent the easiest selling level stock on the market.

Your Jobber Carries Them

Canadian Branch:
CAMPBELL AGENCIES, McKinnon Building
TORONTO, ONT.



PARIS

REFRIGERATORS
SCREEN DOORS
WINDOW SCREENS
COMBINATION
SCREEN AND STORM
DOORS

RELIABLE GOODS AND PROMPT SERVICE
WRITE FOR INFORMATION

Sanderson-Harold Company, Ltd.
PARIS, ONTARIO

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

J. J. Turner & Sons Limited
PETERBOROUGH, ONT.

Eight of Every 13 Motorists Use

IMPERIAL

Polarine

MAKES A GOOD CAR BETTER

OVER 62% of the motor cars that pass your door are lubricated with Imperial Polarine.

Motorists depend on dealers along the way to supply their needs. They know the quality of Imperial Polarine is the same everywhere.

This passing trade alone creates a big market for Imperial Polarine. And in addition there is a steady demand by automobile and tractor owners in your territory.

Altogether you have right at your door a market already developed for hundreds of dollars' worth of Imperial Polarine each year—for you make a minimum profit of 33 1-3% on every sale.

Make your store headquarters for Imperial Polarine. Carry a complete stock. Imperial Polarine is sold in three grades for cylinder lubrication. Imperial Polarine, Imperial Polarine Heavy, and Imperial Polarine A. Also Imperial Polarine Oils and Greases for effective transmission and differential lubrication.

Put up in half-gallon, gallon and four-gallon lithographed sealed cans, 12½-gallon steel drums, half-barrels and barrels.

T-1595

IMPERIAL

Polarine

MAKES A GOOD CAR BETTER

Three grades of automobile cylinder lubrication.

IMPERIAL POLARINE
(Light medium body)
IMPERIAL POLARINE HEAVY
(Medium Heavy Body)
IMPERIAL POLARINE A
(Extra heavy body)

One of these grades is specially recommended for the correct lubrication of any car or truck in your community.

See the Imperial Polarine Chart of Recommendations—display it prominently and sell by this chart.

For Efficient

Automobile transmission and differential lubrication sell

IMPERIAL POLARINE TRANSMISSION OIL

In cases where grease is required or preferred, sell

IMPERIAL POLARINE TRANSMISSION GREASE "BB"
IMPERIAL POLARINE CUP GREASE

IMPERIAL OIL LIMITED

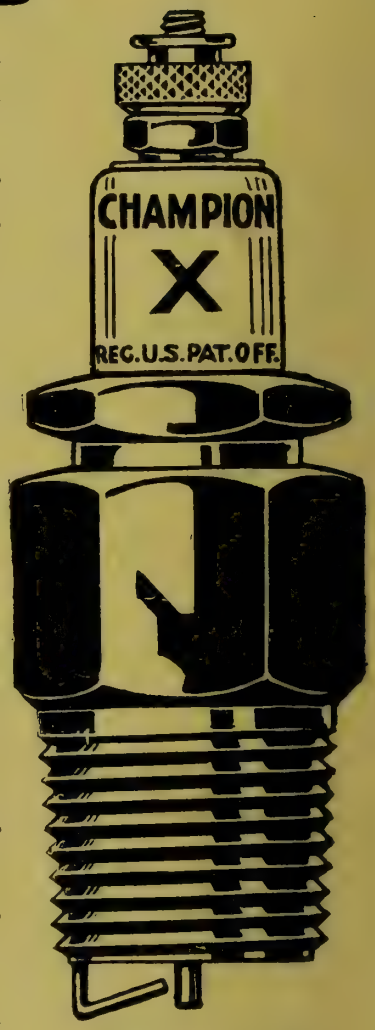
Manufacturers and Marketers of IMPERIAL POLARINE MOTOR OILS & GREASES
Marketers of *Gargoyle Mobiloils* in Canada
BRANCHES IN ALL CITIES

If interested, tear out this page and keep with letters to be answered.

The World's Most Popular Spark Plug

The unfailing dependability of Champion quality construction has justified every claim for it—to-day it is the world's most popular spark plug.

Our "3450" insulators, and our patented copper asbestos, compression-proof gaskets, form a combination that insures for Champions a dependability far in excess of ignition service requirements.



Champion "X"
A15—½ inch
Price - 90c

Adopted by the Ford Motor Co. as standard equipment on Ford cars since 1911.

Champion

Dependable Spark Plugs

with "3450" insulators are practically indestructible—and there's a special plug for every type of motor or gasoline engine.

Making a feature of Champion dependability is bringing big business to dealers in automotive equipment.

Why not get in line for your share of this business by tying your store to our advertising.

Have a full line of Champions in stock so you will be able to supply all demands.

Order from your jobber today

Champion Spark Plug Company of Canada, Limited

Windsor, Ontario

Largest factory in Canada making spark plugs exclusively and the only factory making "Champions"

If interested, tear out this page and keep with letters to be answered.

The

Master Product

for Every Car

Selected by Present Car Owners—*because they know the value from actual testing out.*

Selected by Prospective Car Owners—*because they have heard of the value from the actual testimony of Present Motor Car Owners.*

Dunlop Tire & Rubber Goods Co.,
Limited

Head Office and Factories
TORONTO

BRANCHES IN THE LEADING CITIES

DUNLOP TIRES

If interested, tear out this page and keep with letters to be answered.

Trapshooters used twenty-four million shells last year

7 out of 10 use DU PONT

SMOKELESS SHOTGUN POWDERS

THE Trapshooting Clubs of America average 1500 shells a week each during the season. Twenty-four million targets were thrown during 1919.

A goodly portion of this profitable business is yours if you go after it. Get in touch with your local gun club. If you haven't one in your neighborhood it's a simple matter to start one. We will help with a plan of organization, trophies and advertising.

Get this business! Seven out of ten shooters use shells loaded with Du Pont Powders. Let them know you are the Du Pont Dealer in your town and they will come to your store. Stock the complete Du Pont line in the popular Trapshooting and Field loads. It means no dead stock—quick turnover and bigger profits.

And, remember this: seven out of ten of the shooters of America use Dupont, Ballistite or Schultze Powders, the three best-known brands in the world. All three are made by Du Pont, backed by the accumulated knowledge of 118 years of powder production.

Specify—and be sure you get—
Du Pont Powders when you order your next lot of shells.

E. I. du Pont de Nemours & Company, Inc.
Sales Dept.: Rifle and Shotgun Powders Division
WILMINGTON, DELAWARE

If interested, tear out this page and keep with letters to be answered.

Thoroughbreds

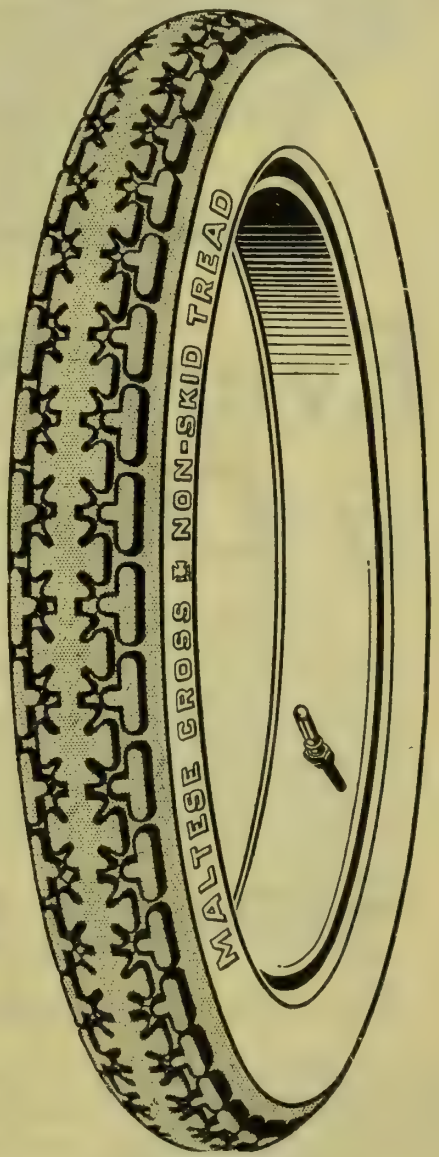
Just as the performance of a "thoroughbred" is superior to the ordinary horse, so "Gutta Percha" Tires outdistance all rivals. They give exceptionally satisfactory service.

"Gutta Percha"

Cord and— Fabric Tires

"The Tires that Give Satisfaction"

are "thoroughbred" through and through. "The best in the world" is the motto of our buyers, and every ingredient in these tires is thoroughly tested and thoroughly put together by thorough workmanship. Secure a big tire business by displaying "Gutta Percha" Tires in your store windows.



CROSS TREAD

Gutta Percha & Rubber, Limited

Head Offices and Factory: Toronto

Branches in all leading cities in Canada and sold throughout the British Empire.

If interested, tear out this page and keep with letters to be answered.

Every Sale Starts *a Chain of Sales!*

That motorist—to whom you sell a SHALER 5-Minute Vulcanizer—then and there becomes your steady customer—

Regularly thereafter—he is *bound to come back* to your store—to buy Patch-and-Heat Units for use with the SHALER Vulcanizer.

When you sell a SHALER 5-Minute Vulcanizer—that sale is only the *beginning of a Chain of Sales*—every sale of this chain brings liberal profit.

SHALER 5-Minute Vulcanizer

Brings Customers Back for "Repeat Sales"

Like compound interest on the money you have at the bank, your profits from selling SHALER 5-Minute Vulcanizers mount up. Every sale brings good profit—and—over and above that—it establishes a continuous, repeat-sale business that *automatically brings profits.*

Sell the SHALER and Make These Big Profits

It brings customers to your store, who also buy other goods; it makes bigger customers of your old ones; it builds business; it makes sales and repeat-sales—and increases your profits. You make *one* sale of a SHALER Vulcanizer—and the SHALER *automatically makes dozens more.*

The SHALER is nationally advertised—nationally known—and motorists call for it by name. Simply display it where they can see it—and the SHALER will sell itself. Keep a sufficient stock—

Order from your jobber today or write us at once

C. A. SHALER CO. **1505 Fourth Street** **Waupun, Wis.**

Oldest and Largest Manufacturers of Vulcanizers in the World

If interested, tear out this page and keep with letters to be answered.

These manufacturers use AC Spark Plugs for factory equipment

Acason Trucks
Ace
Acme Trucks
Advance Rumely Tractors
Ahrens Fox Fire Trucks
Alsace
American Beauty
American-La France
Anderson
Apex Trucks
Apperson
Appleton Tractors
Argonne Four
Associated Engines
Atco Trucks
Austin Manufacturing Company
Automatic Lighting Plants
Available Trucks
Avery Tractors
A & T Tractors
Bates Steel Mule Tractors
Beaver Motors
Beck-Hawkeye Trucks
Beeman Garden Tractors
Bell
Bellanger Freres (France)
Bessemer Gaso-Kero Engines
Betz Trucks
Birch
Boring Tractors
Bour-Davis
Braddon
Bradley
Bridgeport Trucks
Briggs & Stratton Motor Wheel (formerly Smith)
Brinton Trucks
Brockway Trucks
Buda Motors
Buffalo Motors
Buick
Bullock Creeping-Grip Tractors
Cadillac
Cameron
Capital Engines
J. I. Case T. M. Co.
Chandler
Chevrolet
Chicago Trucks
Clark Tractors
Cleveland
Cole
Collier Trucks
Comet
Commonwealth
Conestoga Trucks
Continental Motors
Curtiss Aeroplanes
Daniels
Dart Trucks
Davis
Defiance Trucks
Delco-Light
Denby Trucks (Canada)
Dependable Trucks
Diamond T Trucks
Diehl Trucks
Dodge Brothers
Doman Engines
Domestic Gasoline Pumping Engines
Durt
Duesenberg Motors
Duty Trucks
Dynelectric Plants
Eagle Tractors
Eclipse Engines
Elmira
Essex
Excelsior Motorcycles
Fairmont Ry. Motors
Falls Motors
Federal Trucks
Flour City Tractors
Frisbie Motors
Frontmobile
F-W-D Trucks
Galloway Engines
Gary Trucks
Genco Light
Glide
Golden West Trucks
Gramm-Bernstein Trucks
Gray Dort (Canada)
Gray Motors
G. B. S. Motors
G. M. C. Trucks
Hahn Trucks
Hall Trucks
Hamlin-Holmes Front Drive
Harvey Trucks
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Herschell-Spillman
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Holt Tractors
Howell Tractors
Hudson
Hupmobile
Hurlburt Trucks
H. R. L. Trucks
Independent Trucks
Ingersoll-Rand Air Compressors
Jackson
Johnson Motor Wheel
Jordan
J & J Trucks
J. V. B. Marine Motors
Kalamazoo Trucks
Karavan Trucks
Kearns Trucks
Kent Concrete Mixers
Kenworthy
Keystone Trucks
Kissel Kar
Kleiber Trucks
Klemm Trucks
Knox Tractors
Koehler Trucks
Koehring Road Pavers
Lalley-Light
Lathrop Marine Engines
Lauson Tractors
Leach Power-Plus Six
Liberty
Linn Road Tractors
Locomobile
L. M. C. Trucks
Maccar Trucks
Maibohm
Marmon
Master Trucks
Maxim Fire Trucks
Maytag
McLaughlin (Canada)
Menominee Trucks
Meteor
Midwest Engines
Milwaukee Gasolene Locomotives
Minneapolis Motors
Minneapolis Tractors
Mitchell
Monroe
Moreland Trucks
Napoleon Trucks
Nash
National
Nelson
Nelson Tractors
Nelson-Le Moon Trucks
Netco Trucks
New Britain Tractors
Noble Trucks
Northlite Lighting Plants
Oakland
O.K. Trucks & Tractors
Old Reliable Trucks
Oldsmobile
Oneida Trucks
Oshkosh Trucks
Owens Light & Power Plants
Packard
Paige
Pan
Parker Trucks
Paterson
Patriot Trucks
Perfect Power Sprayers
Phianna
Pierce-Arrow
Pilot
Pioneer Tractors
Pittsburgher Trucks
Porter
Premier
Ranger Trucks
Red Wing Thorobred Motors
Reo
Re Vere
Reynolds Trucks
Riker Trucks
Roamer
Roberts Motors
Robinson Fire Trucks
Rock Falls
Rowe Trucks
Rutenber Motors
R. & V. Knight
St. Cloud Trucks
Samson Tractors
Sandow Trucks
Sanford Trucks
Sawyer-Massey Tractors (Canada)
Saxon
Schwartz Trucks
Scripps-Booth
Scripps Motors
Walden W. Shaw
Signal Trucks
Singer
Speedway Motors
Standard "8"
Standard Trucks
Stanwood
Stearns-Knight
Sterling Engines
Sterling Trucks
Stevens-Duryea
Stewart
Stewart Trucks
Stockton Tractors
Stoughton Trucks
Straubel Engines
Sullivan Portable Air Compressors
Sullivan Trucks
Super Trucks
S-S-E-Co.
Texan
Tiffin Trucks
Tioga Tractors
Titan Trucks
Topp-Stewart Tractors
Tower Trucks
Trego Motors
Turner-Simplicity Tractors
Union Marine Engines
United Trucks
Universal Trucks
Ursus Trucks & Tractors
Van Blerck Motors
Veerac Motors
Vim Trucks
Vogue
H. J. Walker Motors
Walter Trucks
Ward La France Trucks
Watson Trucks
Westcott
White
White Hickory Trucks
Whitney Tractors
Wichita Trucks
Wilson Trucks
Wisconsin Motors
Wolverine Tractors
Woolery Ry. Motors
W. S. M. Motors

U. S. Pat. No. 1,185,727, April 18, 1916, U. S. Pat. No. 1,216,189, Feb. 13, 1917. Other Patents Pending

The Standard Spark Plug of the World

Your customers will never demand as much of AC Spark Plugs as Tommy Milton did in winning the recent 50-mile Los Angeles Speedway race at an average of 111.8 miles per hour. But there's a world of satisfaction in knowing that the spark plugs you sell will stand up under such terrific punishment. Moreover, the achievements of AC's—spectacular and everyday—have given them a pronounced preference, both as factory equipment and as replacements. Write today for complete dealer information.

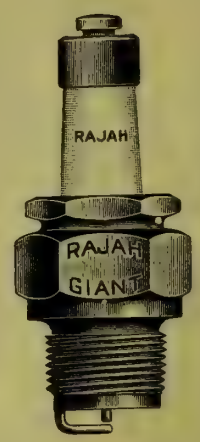
Champion Ignition Company, FLINT, *Michigan*

NEW RAJAH PRICES
SPARK PLUGS

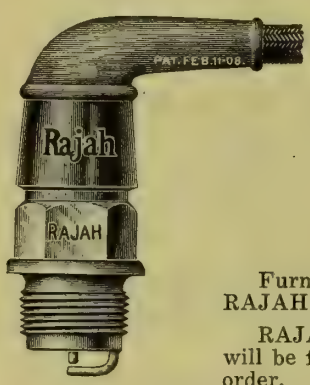
½" No. 2
Specially adapted for Ford, Overland, Studebaker. Can also be used in any motor made for ½" Standard plug.
Price, Plug, $1.25.
Price, Porcelain, 60c.

The Rajah Auto Supply Company assumes the difference in exchange.

Race drivers use Rajah Plugs for a quicker pick up, more power and higher speed. Special button top and quick detachable Rajah Terminal eliminate old style, inconvenient Thumb Screw. Simple construction, easily taken apart, cleaned and replaced. Parts interchangeable. Sturdy electrodes. Patented knife edge bushing adjusts itself to shoulder of porcelain, and permits heat expansion without injury to porcelain. Insulation highest grade, hard-fire, heat-resisting porcelain.
For all passenger cars, trucks, tractors, marine, stationary, motorcycle and airplane engines.



Also 7/8-18 Long and 7/8-18 Extra Long—firing point 1¼".
A big, sturdy, heavy duty type of plug for pleasure cars, trucks, tractors, marine and stationary engines.
Exclusive equipment Advance-Rumely Tractors.
Price, Plug, $1.50.
Price, Porcelain, 70c.



The New WATERPROOF RAJAH PLUG

Furnished in all the standard thread sizes, with regular RAJAH Terminal fitting any cable.

RAJAH Ferrule Terminals, making a neater connection, will be furnished if a sample of cable is included with the order.

Used extensively during the war in aviation.

Specially recommended for Unprotected Motors—Marine Tractor, Stationary, Airplane, Motorcycles.

Price, Plug, $1.75. Price, Porcelain, .60.

Box Assortment Rajah Terminals
A very attractive silent salesman

Rajah Regular Clip Terminal
Fits any size cable

Rajah Thrust Clip Terminal

Rajah Hook Clip Terminal

Rajah Short Clip Terminal

Rajah Primary Terminal

Thumb Nut
With all Rajah plugs unless otherwise ordered.
Also Ball and Stud Adapters.

The Rajah Thrust Clip, Hook Clip, Short Clip and Primary are furnished with ferrules to fit any size cables.

TO JOBBERS: We will gladly furnish further information. Electros in appropriate sizes for newspaper and catalog use supplied on request.

MANUFACTURED BY
RAJAH AUTO-SUPPLY COMPANY, BLOOMFIELD, N. J.

Tear this out and file for reference.

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Quick Sales—Satisfied Customers

You don't have to "drive" a sale. Backed by the endorsation of the British Government, who used them on submarines, they are accepted by all buyers of batteries. The absolute freedom from "battery trouble" will delight your customers. You can sell a Hart Battery knowing that it will give complete satisfaction.

The Hart Battery

We are distributors of Partridge Tires to the trade. Send in your order now for immediate delivery.

is the best battery for you to handle. It is Canadian-made, and should abuse cause a breakdown, you can have the trouble adjusted at once by us. There is still some good territory open. Write us for prices and terms to dealers.

We do expert vulcanizing. Estimates given before work is commenced if requested.

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Manufacturers of

FOOTBALLS, BOXING GLOVES, PUNCHING BALLS, &c., &c.

ESTABLISHED 1900

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Pioneer Grease Gun

The Pioneer is the only gun with a patented swivel nozzle which turns in any direction as easily as your finger. Has combination tip for light oil and grease. Made of seamless steel tubing, brass finished. An unusually efficient gun.

Send for Catalog 35-MC.

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HARDWARE & METAL'S unique circulation as proven by the A.B.C. audit is due to 31 years of honest effort to give the retail trade the best possible service.

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Four Profitmakers

Liquified Para Rubber Basis

Burbank Top Dressing

Re-dyes light-colored tops, giving a new, fresh appearance. Rubberizes and waterproofs.

Re-Knu Lining Dye

Re-dyes and refinishes the top lining—a fast color covers all stains and discolorations.

Mohair Top Dressing

will give the shabby, leaky, weather-beaten top that new appearance and durability. It re-dyes, weatherproofs and re-rubberizes the fabric, leaving it soft and pliable.

Drab Lining Dye

It re-dyes and re-finishes the inside top lining a fast light color giving it that fresh and new appearance. Covers all stains and discolorations.

Dealers—If your jobbers cannot supply you, write direct to us for our liberal proposition.

Auto Specialties Manufacturing Co.

Fort Erie, Canada

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This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

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Makers of the celebrated CLASCO Lamps for Motor Cars

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For Grease, Oil or Tapped-in Head for either Grease or Oil Cup

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Pressed Steel and Brass Grease Cups; Oil-hole Covers and Oil Cups, Brass Pattern Makers' Dowel Pins.

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Grease Bolt

THE CANADIAN WINKLEY CO., LTD.

WINDSOR, ONTARIO

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Dealers build good will and far better business selling K. & S. Tires.

The tire that is giving more than usual service to thousands of well satisfied users.

K. & S. Tire & Rubber Goods, Limited

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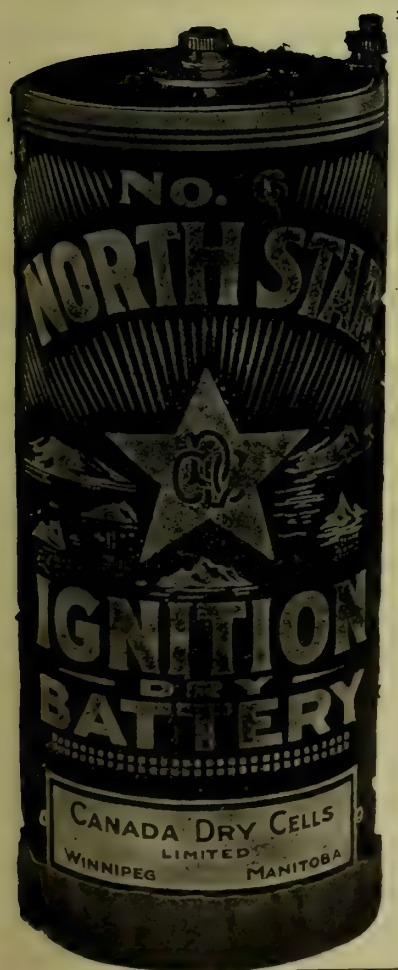

It Would Be Good Business For You

if you are not already handling North Star Batteries to stock this dependable line.

The merits of North Star batteries are widely known in Western Canada as Western batteries for Western needs.

They are guaranteed, if used under ordinary conditions to give a stronger spark and last longer than any other battery manufactured in Canada and the price is lower than any other battery.

It will pay you to stock the full North Star line. Your jobber or wholesaler can supply you, or write direct for prices.

Canada Dry Cells Limited

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International Service

Automotive Accessories

Tools and Hardware **Garage Equipment**
Bicycles and Tires **Cycle Supplies**

Our Suggestion—Increase your profits by combined buying

Everything for Motor Cars and Trucks.

Quick complete shipments to Jobbers or Dealers.

Avoid expense and delay by combining orders to us for all your requirements.

To attempt purchasing these lines from different factories is an expense in time and money.

We feature duplicate parts for popular cars such as Ford and Chevrolet.

Depend on us for shop equipment of power and hand tools.

Established in 1896, the B-R Co. service is based on 24 years experience.

Write for Prices, Terms and Catalog—Special Proposition to Jobbers.

The Beckley-Ralston Co.
Chicago, U.S.A.

Branches:—New York, San Francisco, Detroit. Pittsburgh and Kansas City
Cable Address: "Beckley." Codes: A.B.C. 5th Edition and Western Union

Big Increases in Auto Mirror Sales

The enormous increase in the sales of "Hindview" Auto Mirrors in 1919 and 1920 prove conclusively that motorists now consider the Auto Mirror an indispensable aid to safe driving, rather than a mere fad.

Auto Mirrors are now required by law on all trucks in the Province of Ontario.

Hindview **AutoMrisror**

are substantially made—guaranteed to be free from defects, and absolutely waterproof. Clamps are large and firm; the Ball Joint—and exclusive "Hindview" feature—allows instant and convenient adjustment. There is a "Hindview" for every type of motor car and truck.

Dealers handling the "Hindview" are making big profits.

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64 Walker Road, Walkerville, Ont.
Makers of Pressed Metal Parts, Washers, Light and Medium Weight Stampings

Tool Locked in Position for Removing or Replacing Tire.

K.P. Universal Rim Tool

The Easiest Way to Remove Tires from Split Rims

Fits all types of cross-cut demountable rims in use to-day.

Collapses a rim no matter how badly a tire may be stuck to it.

Forces the rim back on the tire again with the utmost ease even in the case of new tires which are under-sized.

Locks rim collapsed while tire is being removed or replaced.

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250 West 54th Street, NEW YORK, N. Y.
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Halifax Ottawa London Regina Edmonton

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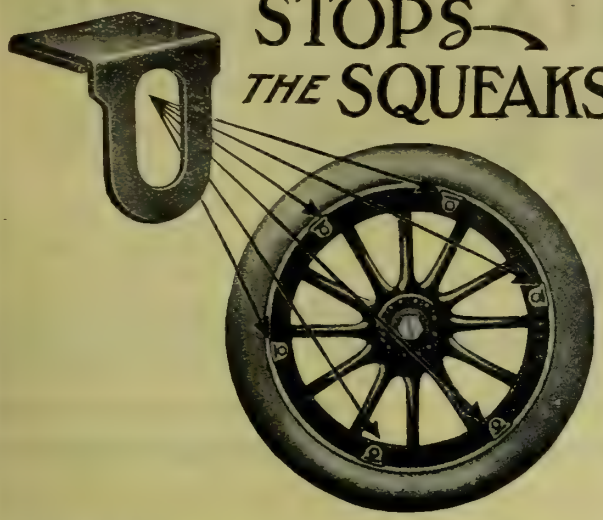

STOPS THE SQUEAKS

Hold Tight Wedge Plates

OWNERS— Have your repair man put them on your car when you are having it overhauled.

DEALERS—Use them in your shop and save the owners the price of a new wedge.

JOBBERS— Place your orders NOW.

Retail price 10c each, or $1.50 per box of 20. Packed in neat counter display cart ons containing 12 boxes.

Ren Automotive Supply Mfg. Co.
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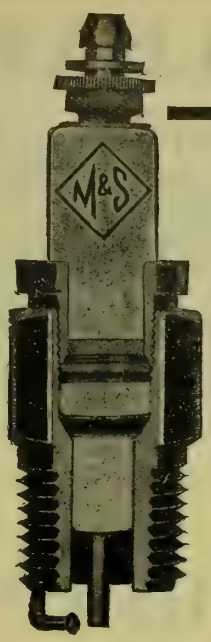


M&S

The Plug with the Hotter Spark

The ball point of the "M&S" plug creates a larger and hotter spark, causing more complete combustion. This hot spark will give your car new life and more power.

The three-in-one terminal is adapted to any style ignition wiring. The high-grade chemically glazed porcelains are interchangeable—one porcelain fits all plugs.

No.	Models
500	½" Standard
501	⅞" Standard
502	⅞" Long
503	⅞" Long with Chevrolet Terminal
506	½" Long
504	Regular Porcelain
505	Chevrolet Porcelain

Dealers—The "M&S" plug is standard equipment on the new Overland "4". Ask your jobber for them.

MACHINE & STAMPING CO., Ltd.,
1209 King St. West,
TORONTO
Commercial Dept.
Russell Motor Car Co., Ltd.,
26

WILSON "LITTLE WONDER" DIMINISHING MIRROR

The simplest, neatest and most practical mirror on the market.

Price $1.00 complete

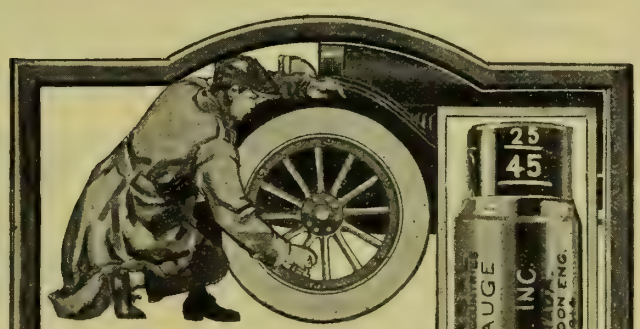
Five inch diminishing lens set in stamped steel frame—black enameled—glass easily replaced in case of breakage.

Universal clamp, fits round, square, oval or channel windshield upright—only one model to stock.

A model mirror at a popular price.

Dealers—Write for prices on the "Little Wonder." A fast seller.

Wilson Auto Specialties Co.
Hamilton Ontario



Have You Had Trouble With Your Tires?

MOST tire troubles can be traced to either too little or too much air pressure. Keep the pressure at the exact point recommended by the tire-maker and your tires will give less trouble and more mileage—to say nothing of greater riding ease. The Schrader Universal Tire Pressure gauge enables you to test the pressure easily and quickly anywhere, anytime. It is one of the indispensables for every motorist.

Price $1.75 anywhere in Canada.

Made in Canada by
A. Schrader's Son, Inc.
334 East King Street, Toronto
London, Eng., New York, Chicago

SCHRADER UNIVERSAL TIRE PRESSURE GAUGE

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MAPLE LEAF HAND SAWS

are the Canadian Standard

No. 1914
The newest in up-to-date saws. Combines keen cutting qualities with improved features.

Unbreakable Handle

Our saws are made on a high standard basis that wins satisfactory sales for the dealer.

You can sell **Maple Leaf Hand Saws** in full confidence that "worth while" prestige for your store will be the logical result.

Shurly-Dietrich Co.
LIMITED
GALT - CANADA

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Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

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SKI, TOBOGGANS, SNOW SHOES and ACCESSORIES

Best Sellers Liberal Profits None Better Made

Order now for next season.

Write for catalog and Price List.

NORTHLAND SKI MANUFACTURING CO., St. Paul, Minn.
Largest Manufacturers of Ski in the World.

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn,. U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and

Cannon Oilers

Easy Seller Because—

It is exceptionally convenient, quick-acting and an oil saver. Just what meets a long-felt demand for an oil can in which oil is entirely controlled by the operator in whatever position the can may be held. Not a drop of oil need be wasted, as the flow of oil stops the instant the pressure on the plunger stops.
Ask any Thresherman, Mechanic or user.
A sure good sale and splendid profit.

THE "CANNON OILER"

FORCES THE OIL ANYWHERE

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Order NOW of Your Jobber.
Manufactured only by
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Successor to R. E. Bloomer
Keithsburg, Illinois, U.S.A.

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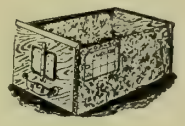
are standard equipment of Cameron shelving

Write Us for Particulars

Cameron & Co.

74 Logan enue Toronto, Ont.



TANGLEFOOT

The Non-Poisonous Fly Destroyer
The U. S. Dept. of Agriculture says in the Bulletin: Special pains should be taken to prevent children from drinking poisoned baites and poisoned flies dropping into foods or drinks.

Poultry Leg Bands, Ear Tags and Buttons

FOR STOCK	*Retail Prices*
Challenge adjustable Leg Bands	15c per doz. 85c per 100
Single spiral colored bands	20c per doz. 90c per 100
Three spiral colored bands	25c per doz. $1.25 per 100

Cattle Ear Tags and Buttons, prices according to amount of printing required. Catalogue Free

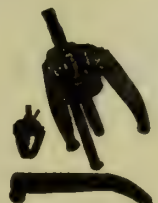
H.E.ROSS THE RIDEAU SPECIALTY CO. MANUFACTURERS SMITHS FALLS ONT.

Varnish Brushes a Specialty

Ask for our prices and list of goods available for spring business.

Our prices are right.

EXCELSIOR WIRE CO. LIMITED
22 VICTORIA SQUARE, MONTREAL



SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be locked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 10"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory, return to us and we will refund your money. We also make the GREB RIM TOOL.

THE GREB CO., 218 State St., BOSTON

SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS

We will be pleased to give you our estimate on your next order.

CARON BROTHERS
Caron Bldg., 233-239 Bleury St., Montreal

Subscription price of HARDWARE AND METAL is $3 per year or less than six cents per issue.

If interested tear out this page and place with letters to be answered.

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

HELP WANTED

WANTED — EXPERIENCED HARDWARE clerk. State references and experience. M. Weichel & Son, Limited, Waterloo, Ont.

WANTED—LIVE SALESMAN TO CALL ON the hardware trade in Maritime Provinces. Must have good personality and be of regular habits. Apply in own handwriting, stating references, experience, age, etc., to Box 142, Hardware and Metal.

WANTED—TRAVELLING SALESMAN FOR one of the largest Paint Manufacturers in Canada, for Nova Scotia territory. In replying, state experience and age, to Box 429, Hardware and Metal.

WANTED — FIRST-CLASS TINSMITH, CAPable of taking charge of a shop and figuring on work. Married man preferred. Apply to the Fulton Hardware Co., Ltd., Sault Ste. Marie, Ont.

WANTED—RETAIL HARDWARE SALESMEN, single men only. Give full particulars. Mills Hardware Co., Hamilton.

WANTED — GOOD ROAD SALESMAN FOR Wholesale Hardware; must be a live wire, have good personality and be of steady habits. This is an excellent proposition for the right man. Territory covered in Western Canada. Apply in own handwriting, stating experience, age, height, etc., to Box 370, Hardware and Metal.

WANTED

REQUIRE AT ONCE TEN-FOOT CORNICE brake in good condition. Reply stating price to A. L. Charlebois, Saskatoon, Sask.

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MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, Laprairie (Montreal), Que.

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HARDWARE SALESMAN — THIRTY, MARried, fifteen years' experience, splendid insight into modern bookkeeping and accounting systems, desires responsible position with progressive firm. Maritime Provinces preferred. Would consider travelling position from reliable house for this territory. Future prospects of more importance than initial salary. Box 407, Hardware and Metal.

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TOTALLY DISABLED SOLDIER WISHES TO dispose of Brown-Boggs tinners' tools, including hollow mandrel stake, candle mould stake, conductor stake, No. 1 beading machine, 31" roller, 30 inch foulder. Tools in use one year. Apply to R. S. Riddell, Durban, Man.

HARDWARE BOXES, SHELVING, WALL case, two 8-ft. and one 4-ft. silent salesmen, one counter case, 8-ft., counters and display tables. For quick sale. Apply to Chown Hardware Co., London, Ont.

HARDWARE STORE IN GOOD GROWING DIStrict in Toronto. Solid brick, store, 5 rooms, good basement, furnace, electric, gas, all modern advantages. Sheds, lane at side. Price, $7,500. Arrangement might be made to purchase the well-selected stock from out going tenant. Crighton, 863 Manning Ave., Toronto.

FRUIT FARM OF 32 ACRES ON LAKE ONtario, very conveniently situated, being only ten miles from Hamilton, ten minutes walk to electric car and G.T.R. station. Modern house and good buildings; nice bathing beach. This is a revenue proposition and have good experienced help. Would consider exchanging for a first-class hardware business. Box 549, Hardware and Metal.

HARDWARE STOCK AND PROPERTY FOR sale. Town of 800, on Provincial highway, good farming district; $10,000 stock. Retiring from business. Write Box 304, Hardware and Metal.

WHEN WRITING ADVERTISERS. KINDLY MENTION THIS PAPER

FOR SALE
SHEET METAL MACHINERY

Practically as Good as New—Used Only a Short Time
CAN BE SHIPPED AT ONCE.

1—Dreis & Krump 8 ft. Steel Brake.
1—B.B. No. 6 Power Combined Ring and Circular Shear, 36" circle.
1—B.B. Power Crimper.
1—B.B. No. 000 Power Rolls, 4" rolls, 48" long (52" sheets).
1—B.B. No. 12 Power Groover with countershaft, 3-16", ¼", ⅜" and ½" grooves.
1—No. 9 Slip Roll Former, 31" x 2" rolls, with iron stand and foot treadle.
1—B.B. No. 1 Cleat, Brace and Corner Iron Beader.
1—B.B. Extra Large Turner with Stand.
1—B.B. No. 2 Beader, 10", with stand.
1—B.B. No. 40 Setting Down Machine with Stand.
1—B.B. Small Burr Machine (encased) with stand
1—B.B. Eclipse Elbow Edging Machine with Stand.
1—Niagara Small Turning Machine (encased).
1—Large Turner Machine.
1—Small Burr Machine.
1—Wiring Machine.
1—No. 4 Groover, 17" Standard.
1—Double Seaming Machine.
1—No. 1 C. Bench Shear, 9" cut.
2—Pair No. 8 Tinners' Snips, Straight.
1—Pair No. 7 Tinners' Snips, Straight.
1—Pair No. 8 Tinners' Snips, Curved.
1—Pair No. 7 Tinners' Snips, Curved.
10—Hand Groovers.
1—Raising Hammer.
1—No. 1 Beakhorn Stake.
1—Needle Case Stake.
1—Blow Horn Stake.
1—Half Round Stake, 2" face, 20" long.
1—Large Square Head Stake, 3½" x 5½".
1—Creasing Stake with horn.
1—11" Hatchet Stake.
1—16" Hatchet Stake.
1—Candle Mould Stake.
1—Round Head Stake, 2¾" dia.
1—Round Head Stake, 1¾" dia.
3—Hollow Mandrel Stake, 40" with bench fasteners.
1—Double Seaming Stake.

If you require any of the above machines or tools it will pay you to get in touch with us without delay. The machines are all in perfect order (barring the exterior finish) and can be purchased away below to-day's prices.

CANADIAN STOVES LIMITED
GRIMSBY, ONT.

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TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Decalcomania Transfer

NAME PLATES

Made in Canada by

Canada Decalcomania Co., Limited

364-370 Richmond St. W., Toronto, Can.

TRANSFERS

FOR ALL PURPOSES

—IN GOLD OR COLORS—

SUITABLE FOR ANY SMOOTH SURFACE

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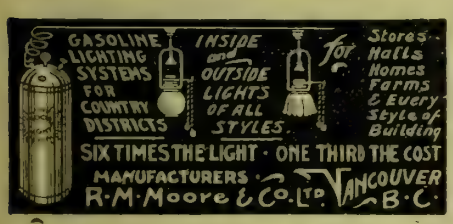


"Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co., Ltd.

OWEN SOUND, ONT

BEAR BRAND LAMP BLACKS

A Germantown of quality that gets big business

WILCKES, MARTIN, WILCKES CO.

115 WILLIAM ST. NEW YORK

SMALL TURN BUCKLES

Send for Catalog No. 4

GEORGE H. WILKINS CO.

180 No. Market St. Chicago

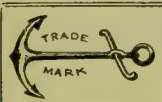
STOVE MICA

All sizes of Clear Mica in stock for immediate shipment

Price List on Application

Mica Company of Canada, Limited

P.O. Box156, Hull, Que.



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We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited

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RUSSELL JENNINGS

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The original double twist auger bit, patented by Mr. Russell Jennings in 1855.

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Chester, Conn., U.S.A.

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Repair shop in itself, mends harness, shoes, auto tops, belts, etc.

Send for wholesale price and catalog.

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Hack Saw Blades and Machines

Manufactured by

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BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED

NIAGARA FALLS, CANADA

WHAT WE MAKE, WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED

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Manufacturers of all kinds of Twines and Cordage. Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

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The "King" of Heavy Pressure Babbitts

Largely used by Mines, Paper Mills, and Industrial Plants where a good all round Babbitt is required.

Catalogue, and prices quoted your nearest Railway Sta.

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ALL STEEL—FIREPROOF

"Turns Waste into Profit"

12 SIZES

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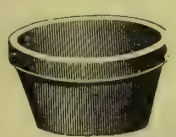
Hamilton, Ont.



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Manufacturers of Flower Pots, Saucers, Fern Pans and Hanging Baskets. Ask for Catalog and Price List

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Insist on these Brands

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Northern Electric Company

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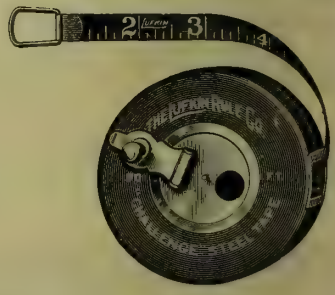
LUFKIN

MEASURING TAPES
ARE OF
SUPERIOR QUALITY
ACCURATE DURABLE



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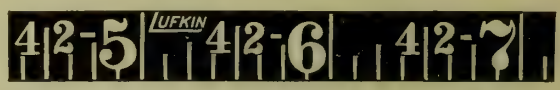
"Nubian" (dark) Finish Lines, Metal Lined Cases, etc.
MADE IN CANADA



The recognized standard for years in construction work, engineering and surveying.

Everybody knows the Brands—
"RELIABLE" "CHALLENGE" "RIVAL"

Carry the Tapes that sell.
Your jobber stocks them.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

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O.P.W.

Trade Mark Registered

"Paints and Varnishes for Every Purpose."

For Silos and Farm Buildings

O.P.W.

Roof and Barn Paint

The hardwareman to-day may profit by being keenly alert to farm requirements for paint.

The vast amount of valuable equipment—both for agricultural and domestic use—on the modern farm has aroused a new appreciation on the farmer's part of the value of painting to prevent deterioration of buildings and equipment.

O. P. W. Roof and Barn Paint fills the bill for silos and farm buildings as nothing else can. The farmer is being convinced of this by O. P. W. advertising in his favorite farm papers. There is good business for you in systematically studying the farmer's needs and being there with the right goods.

O. P. W. Dealer-Agents Prosper—
May We Show You Why?

V

is for very valuable virtues and vantages of the veteran O.P.W. varnishes and paints which veritably vanquish every vestige of vagrant-looking vehicles and vagabond villas in villages.

The versatility of O.P.W. visibly verifies volume and value for its vendors.

"Save the surface and you save all" *Paint & Varnish*

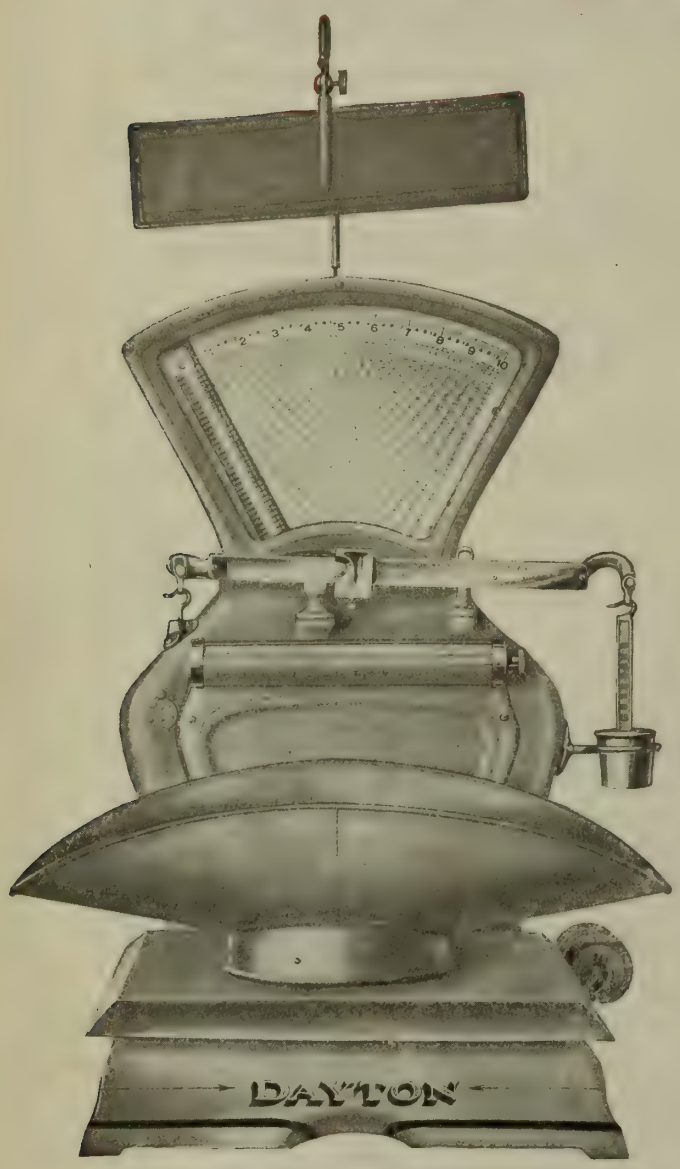
Ottawa Paint Works Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

Just like throwing a kiss to a pretty girl in the dark



She doesn't know it so there isn't much satisfaction in it. Many merchants give away goods something like that. Half an ounce here—an ounce there—the customer doesn't know it—doesn't appreciate it. If you want to give away goods—give your customer a present at Christmas time. He'll see it and thank you for it.

DAYTON
Hardware Scale

Cuts out the murderous down weights. You get paid for every fraction of every ounce you weigh. Instantaneous and visible price calculations. Wonderfully rapid, too, with goods sold by count instead of weight.

Pays for itself in less than a year. Handsome and durable as the Pyramids. Let us send you folders.

"Made in Canada, So it's right"

International Business Machines Co., Limited

FRANK E. MUTTON, Vice-President and General Manager.

Head Office and Factory: 300 to 350 Campbell Avenue, Toronto

Offices at

HALIFAX, 44 Granville St.; QUEBEC, 506 Merger Bldg.; MONTREAL, 1 and 3 Notre Dame St. W.; OTTAWA, 188 Queen St.; TORONTO, 415½ Yonge St.; HAMILTON, 175 James St. N.; WALKERVILLE, ONT., 44 Lincoln Rd.; WINNIPEG, 227 McDermott Ave.; SASKATOON, 254 Third Ave.; CALGARY, 127 Sixth Ave.; EDMONTON, 10118, 102nd St.; VANCOUVER, 110 Water St.

(Also manufacturers of International Time Recorders and Hollerith Electric Tabulators)

TRADE-MARK AND RETAIL SALESMEN'S NUMBER

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII. No. 25. THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE: TORONTO, CANADA JUNE, 19, 1920

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FILE COPY

TONCAN METAL

RUST RESISTING
GALVANIZED SHEETS

COATED IN CANADA—CARRIED IN STOCK BY:
DOMINION SHEET METAL CORP. LTD.
HAMILTON
FOR SALE BY LEADING JOBBERS

Have You Room for More Money in Your Till?

You will find "Aladdin" Dye Soap to be one of the finest money-makers that has ever been offered you.

Aladdin's money-earning capacity will be ensured by a tremendous advertising campaign which we have already contracted for. Aladdin Dye Soap will be advertised in newspapers and magazines. The advertisements will be large and of striking appearance.

Aladdin Dye Soap does two things at once. Aladdin washes and cleans at the same time as it dyes. It gives a clear, true color. Its use results in a fresh and new-like garment. Any lacy, frilly thing that can be washed can be dyed with Aladdin and it colors the household draperies equally well, in any conceivable shade.

The final proof that Aladdin Dye Soap is bound to be a winner, lies in the fact that the same well-planned marketing methods and the same whole-hearted co-operation with the dealer that resulted in the success of O-Cedar Polish, is back of Aladdin Dye Soap.

Order one and a half gross and get the Revolving Display Stand, which makes the selling of Aladdin a quick and easy matter.

The charm of bright hued fabrics may now be obtained by the magic of Aladdin Dye Soap that colors as it cleans.

Made in fifteen beautiful colors. Sells at 15c a cake. Costs you $14.40 gross.

ALADDIN DYE SOAP

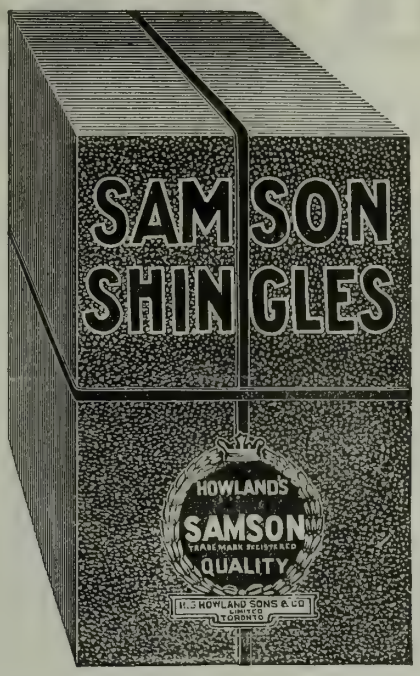
Flesh	Old Rose	Ecru (Khaki)
Salmon Pink	Red	Yellow
Peach Pink	Light Blue	Green
Pink	Dark Blue	Lavender (Orchid)
Tan (Bisque)	(Copenhagen)	Gray
	Orange	

ALADDIN DYE (In Soap Cake Form) Black, Brown and Navy Blue.

Channell Chemical Co., Limited, Toronto
DISTRIBUTORS

Aladdin
DYE SOAP

HARDWARE AND METAL, June 19, 1920. Volume XXXII., No. 25. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



SAMSON SHINGLES

The quality that put Samson Roofing in the premier place is the same superior quality that is put into Samson Shingles to-day.

Each shingle is made of the highest grade waterproofing materials, measuring 8 x 12¾ inches. Packed in bundles containing 106 shingles. Four bundles, or 424 shingles are sufficient to cover 100 square feet of roof surface, laid 4 inches to the weather. Weight per square, 225 pounds.

H. S. HOWLAND SONS & CO. LIMITED

TORONTO

If interested, tear out this page and keep with letters to be answered.

UNIVERSAL

"The Trade Mark Known in Every Home"

ELECTRIC HOME NEEDS

"Electricity multiplies my comfort and divides my work"

IT PAYS TO EXPAND With the Growing Demand

The progressive dealer realizes the wisdom of associating himself with the name and goods that have come to be recognized as of unquestioned standard.

UNIVERSAL *Electric Home Needs*

Base your summer selling campaign on this well-known line of electrical appliances.

Your customers are all familiar with the Universal Trade Mark and it takes but little effort on your part to sell them UNIVERSAL Electric Home Needs.

Get ready for a big summer business and order to-day from your Universal Jobber.

Canadian Representatives :
A. Macfarlane & Co., Ltd.
Montreal **Quebec**

Landers, Frary & Clark,
NEW BRITAIN, CONN.

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Hatch Garage Door Outfits

Canada Will Possess a Total of 500,000 Autos In 1920: Every Automobile Must be Housed

Records show that the number of automobiles in Canada has doubled about every two years. There is every indication that this will continue for some years. Your market for Garage Hardware is assured. Hatch Garage Door Outfits are sensible, practical and made with exacting care. They are exceptionally easy to apply and full directions are packed with each set. Slamming and sagging of the doors is impossible and snow and ice cannot interfere with their working easily and reliably. The Hatch set is easy to sell and profitable.

The Set Includes:

3—*Special Swivel Door Rollers, 22 Feet of Track,* 3—*Paris Special Garage Door Hinges,* 3—*Stay Rollers (Floor Guides).* 2—*Extra Heavy Garage Door Handles.* 1—*Safety Hasp (For Fastening Doors Outside),* 1—*Hook and Eye (For Hooking Back Swinging Section Inside).*

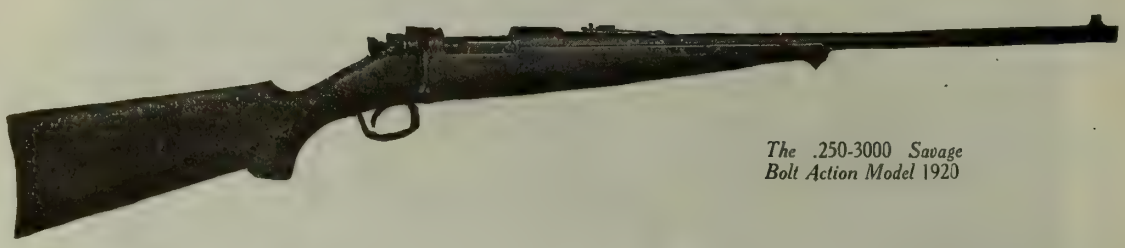
The track comes in separate bundles—2 eight-foot and 1 six-foot lengths. Screws and bolts for everything. Japan finished and all neatly packed in a wooden box. Ask for prices and details.

Canada Steel Goods Co., Limited

Hamilton - - Canada

SAVAGE QUALITY TRADE MARK

SAVAGE



The .250-3000 Savage Bolt Action Model 1920

Are You Ready for the Hunting Season?

HERE'S the answer—the last word in rifle completeness—a bolt action .250-3000 SAVAGE.

You already know—have handled—the .250-3000 lever action Savage. You know what it can do. Now you have both kinds. You can satisfy everybody, because this new model has all the qualities of the old—just as reliable—just as convenient—but with bolt action like the military rifle.

You've always wanted—needed—a bolt action repeater. We're going to show it to the sportsmen for you by concentrating two entire months of our advertising campaign of this new step in rifle development. For two solid months, more than thirteen million potential buyers will see our announcement referring them to you.

And you will be able to sell it on the spot—right across your counter—if you have stocked the NEW SAVAGE BOLT ACTION SPORTING RIFLE, CALIBER .250-3000.

Don't fail to carry a stock of all the SAVAGE Models in rifles and pistols. The complete line—and each one is particularly built for a particular job. That's what the Savage Trade Mark stands for, "The Finest Tool for the Finest Work."

SAVAGE SERVICE IS BEHIND ALL SAVAGE PRODUCTS.

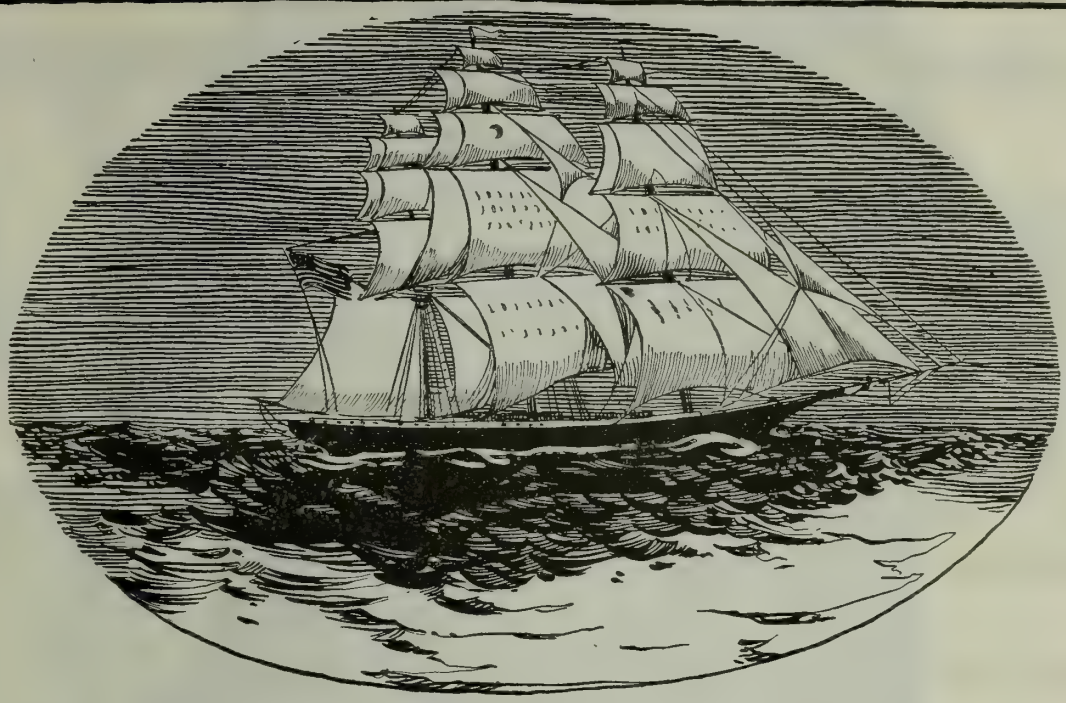
SPECIFICATIONS

22 inch tapered high pressure steel barrel with integral front sight base, checked pistol grip stock and fore-stock, pistol grip capped, oil finished one-piece stock, corrugated trigger, corrugated steel shotgun butt-plate, white metal front and flat top sporting rear sights, magazine capacity five cartridges, weight 6 pounds.

SAVAGE ARMS CORPORATION

UTICA, N.Y.

Sharon, Pa. Detroit, Mich.



WHEN THE "SOVEREIGN OF THE SEAS" BROKE THE WORLD'S RECORD

FOLLOWING shortly after the discovery of gold in California in 1849, came the first of the famous clipper ships. Long, narrow and with sharp, hollow or concave bows, these ships established a new schedule for trans-oceanic service.

The "Sovereign of the Seas" made 3144 sea miles in 10 days, breaking all previous records, while somewhat later the "Lightning" made 436 nautical miles in 24 hours.

But their speed was not due entirely to their peculiar design, but rather to the daring of their skippers, who drove them through fair weather and foul with all sail set, and to the strength and dependability of their sails and rigging, for many of these ships were Plymouth equipped.

The day of the sailing ship is long past, and a new merchant marine is taking its place. Plymouth is serving these new ships as it did three-quarters of a century ago, for today, as yesterday, Plymouth is the rope you can trust.

PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Canada

PLYMOUTH ROPE

No. 10

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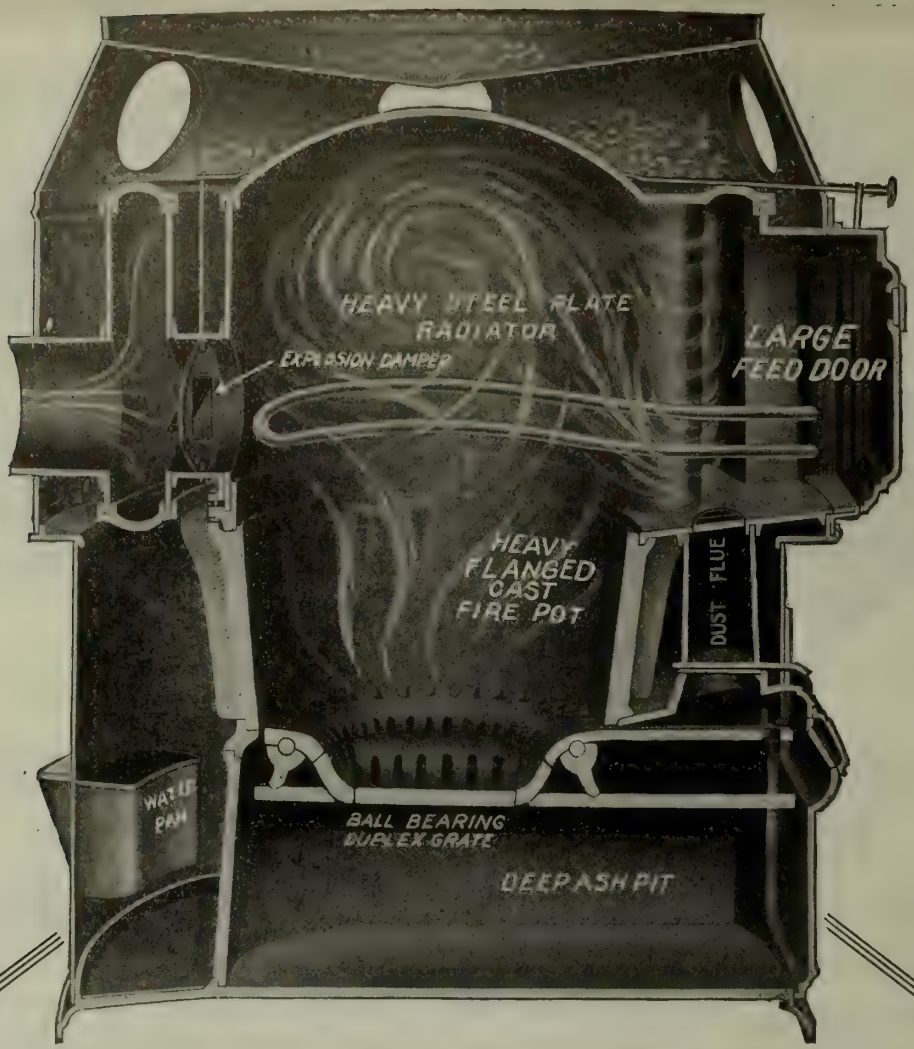
Fully Guaranteed



Burns Coal or Wood

THE NEW IDEA WARM AIR FURNACE

If you are interested in becoming the agent in your town for a furnace that has the absolute backing of the maker and which is widely known and well advertised throughout the Country, get in touch with us at once regarding our agency proposition for the world famous "New Idea" Furnace—Now is the time to act, while building is brisk.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives:
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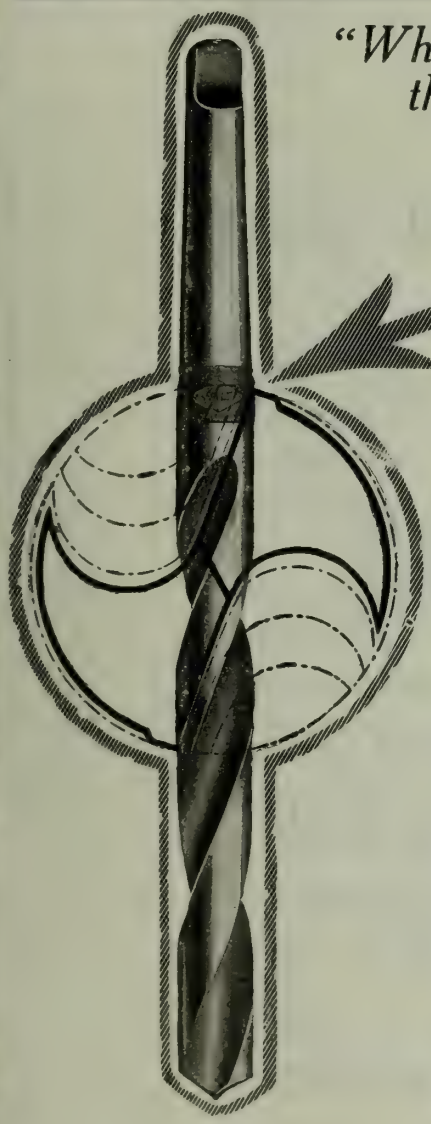
Eastern Representatives:
Messrs. C. NICHOL and F. G. FRASER, 3552 Notre Dame St. E., Montreal

WILT

"Where there's a WILT—
there's the Way"



High Speed and Carbon Twist Drills, Reamers and Milling Cutters

WISE DEALERS STOCK WILT TOOLS because they are made from the best of raw materials, chosen and inspected only after a most thorough investigation and test, scientifically inspected before being used, manufactured by the most skilful workmen in a factory equipped with all the latest and best mechanical devices, and because of the constantly increasing demand for WILT Products which has been brought about by the manufacture of quality tools. Everyone of which is the embodiment of **Accuracy, Precision, Uniformity and Endurance.**

Ask us about the **Special Reamers** we are making for **Ford repair work.**

WILT TWIST DRILL CO.
OF CANADA, LIMITED
Walkerville Ontario

Trade WILT Mark

HIGH SPEED AND CARBON TWIST DRILLS, REAMERS AND MILLING CUTTERS

Your business—next year

AS A MERCHANT, you like to look ahead. A big day today doesn't make you feel particularly good if you expect a slump in business next month.

Advertising is coming to be a kind of slump preventive in modern business. It is used to stabilize trade—tomorrow—next year—a few years from now.

The Westclox advertisement your customer reads in his magazine this evening is planting an impression in his mind that may not lead to an actual purchase until next winter.

A customer who bought a Westclox alarm this morning may have been influenced by the advertisement he read last night, or a year ago last night.

Think of Western Clock Company advertising this way. Its job is to stabilize your business as well as ours. To prevent business slumps.

Advertising will always work this way—at least as long as your customers are human beings and need to be reminded.

Western Clock Co., Ltd., makers of Westclox

Peterborough, Ontario

If interested tear out this page and place with letters to be answered.

THEY said, "You can't sell PYREX on the 'East Side' in New York—the people are too poor."

But PYREX sells there in great quantities.

They said, "You can't sell PYREX on Fifth Avenue—the trade is too exclusive."

But PYREX sells in the finest stores on Fifth Avenue.

Every woman is a live prospect for PYREX.

Uptown — downtown — cross-road or city locality makes no difference when it comes to selling

PYREX

TRANSPARENT OVEN DISHES

The Modern Way of Baking and Serving

PYREX is nationally advertised.

PYREX is guaranteed.

The leading manufacturers of metal mountings have adopted **PYREX** for their standard insets.

Jobbers handling housewares have complete stocks of **PYREX**.

Genuine **PYREX** is guaranteed by the name stamped in every piece.

A booklet, "How to Sell More," will be posted to buyers and salespeople free on request.

Pyrex Sales Division
CORNING GLASS WORKS
World's Largest Makers of Technical Glass
559 Tioga Avenue, Corning, N. Y.

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TRADE

PENBERTHY

MARK.

BOILER FITTINGS

WATER GAGES AND GAGE COCKS

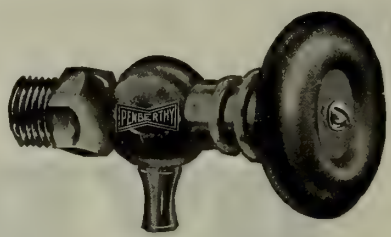
VIZ

STANDARD and EXTRA HEAVY WATER GAGES

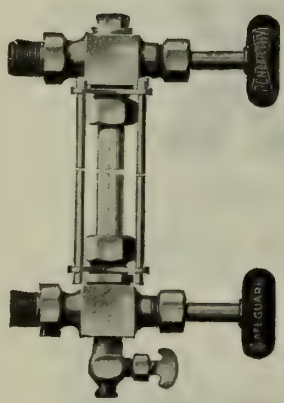
Safeguard Automatic Water Gages
Standard Square Body Water Gages
Quick Closing Water Gages with Chain and Lever

STANDARD and EXTRA HEAVY GAGE COCKS
Rough or Finished Brass, with or without Stuffing Box

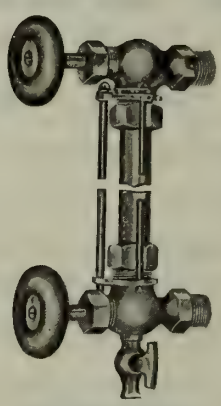
All the above lines except the standard types are approved for 200 lbs. steam pressures.



GAGE OR TRY COCKS
Made in Standard and Extra Heavy



"SAFEGUARD"
Automatic Type



WATER GAGE
MOUNTING
Finished Brass
Standard Type

WATER GAGE
MOUNTING
Rough Brass
Standard Type

Look for our Trademark when you buy

It's our guarantee and your protection.

Manufactured by

PENBERTHY INJECTOR CO., LIMITED
WINDSOR CANADA

If interested, tear out this page and keep with letters to be answered.

TRADE

PENBERTHY

MARK.

"SALUTE"
Snap Lever, Sight Feed Oil Cup
Strictly High Grade

"SAMSON"
Screw Compression
Grease Cup

SILEX
Spring Compression
Automatic Grease Cup

Oil and Grease Cups

We make a full line of Oil and Grease Cups for Stationary and Marine Engines, Gas Engines, etc. Thousands have been sold in every part of the country. Used exclusively by leading manufacturers.

For design, workmanship and finish, Penberthy Oil and Grease Cups are in a class by themselves.

Stocked by leading wholesale and mill supply houses in Canada.

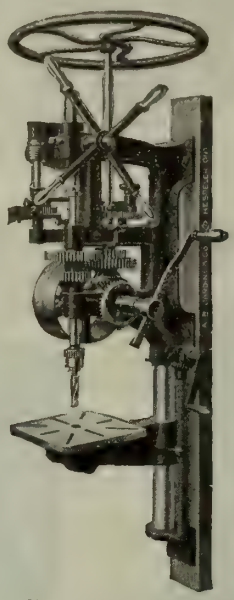
Look for Our Name Stamped on Every Cup

Manufactured by

PENBERTHY INJECTOR CO., LIMITED
WINDSOR CANADA

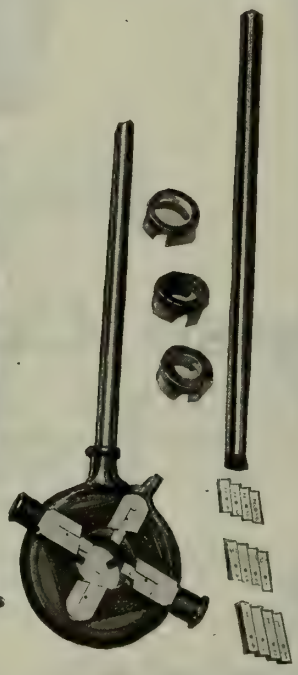
If interested, tear out this page and keep with letters to be answered.

No. 3 Horse Shoer's Vise and Bolt Header



No. 6 Hand and Power Drilling Machine

Canadian Giant Power Hammer



No. 1A Toledo Pipe Stock

MADE IN CANADA

JARDINE

Machinists' Blacksmiths' Boiler Makers' and Pipe Fitters' Tools

Write for Catalogue

A. B. Jardine & Co., Limited

Hespeler -- Ontario

Sole makers of "Jardine" Pipe-Threading Tools.
Sole licensees to manufacture and sell Toledo Pipe-Threading Tools in Canada.
Agents, Winnipeg and West—Stanley Brock, Ltd., Winnipeg, Man.

Brockville and East—J. R. Devereux, 358 Beaver Hall Square, Montreal.

Belleville and West—W. H. Cunningham & Co., 183 Church St., Toronto, Ont.

If interested, tear out this page and keep with letters to be answered.

Cord or Fabric.

Give the Following Information To Your Customers and They Will Want To Buy

"PARTRIDGE TIRES"

They ride easier, because they are made of the purest rubber compounds, which gives them the maximum of resiliency.

They look better, because the finish is perfect and is one of the most important parts of their manufacture.

They last longer than ordinary tires, because they are made by hand, of the very highest quality of material, from start to finish.

For better-looking, easier-riding, and longer-lasting tires, equip a car with **Partridge Non-Skids** on the rear wheels, and **Partridge Guide Tires** on the front wheels.

All last year adjustments on Partridge Tires amounted to less than one-half of one per cent. Most motorists know that this percentage of adjustment is a record, and is absolute evidence that Partridge Tires are in a class by themselves.

Partridge Tubes are of the same high quality as the tires.

Write us for price list and prompt shipments.

The F. E. PARTRIDGE RUBBER CO., Ltd.
GUELPH, ONTARIO

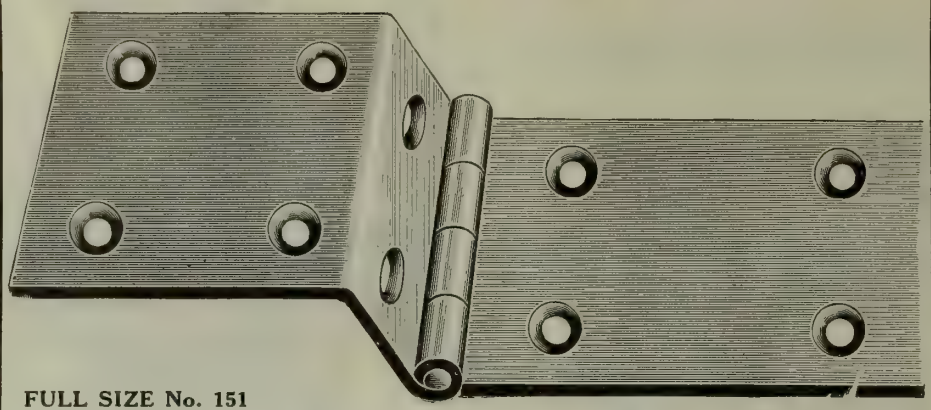
PARTRIDGE TIRES

Game as Their Name

If interested, tear out this page and keep with letters to be answered.

Hinges
Hasps
Corners
Brackets
Straps
Handles
Pulls
Knobs
Locks
Catches
Latches
Escutcheons
Key Checks
Washers
Hooks
Mirror Plates
Card Holders
Bolts
Flush Lifts
Screen Lifts
Door Holders
Door Stops

SOME HINGE



FULL SIZE No. 151

SOME HANDLE

FULL SIZE No. 1257

Brass
Bronze
and
Steel
HARDWARE
For
Refrigerators
Tool Chests
Furniture
Cabinets
Office Fixtures
Fancy Boxes

The Most
Complete
Line on
the Market

QUALITY
and
SERVICE
Is Our Motto

AND SOME LINE
THE BRAINERD LINE

THE BRAINERD MFG. CO.
EAST ROCHESTER, N.Y., U.S.A.

If interested, tear out this page and keep with letters to be answered.

Story for Week Dated June 19, 1920. **Being No. 10 in the Series**

Making Eddy Match Boxes at the Rate of 400 a Minute

A WAY back in 1854, when Ezra Butler Eddy began match manufacturing at Hull, the making of the boxes to hold his matches was a tedious process carried on entirely by hand.

French-Canadian women were employed in making match boxes in their homes. The boxes were made by hand of coarse, heavy paper pasted together over a wooden form the shape of the match box. Women and children worked at the making of them, earning very welcome wages for their work, and every morning a procession of women would arrive at Ezra Eddy's little plant with big bed ticks crammed full of new-made match boxes, an enormous-looking but quite light burden on their backs.

To-day a great array of marvellous machines at the Eddy Plant take care of the production of match boxes, and do it with almost human dexterity. So perfectly are they designed for their purpose that they hardly require watching at all, though the ones turning out the smaller match boxes work at the rate of four hundred boxes per minute.

All the machines require are rolls of the tough, resilient paper prepared for them in the Eddy paper mills, and exactly of the right color and thicknesses for the particular match boxes required. The machine takes the paper rapidly off the roll, folds it into the square tube shape for the cover of a match box, prints it on both sides, cuts off the right length securely fastened and ready for service, and delivers through hoppers to the girls who box the matches.

Simultaneously in another type of machine the drawers or container portion of the match boxes are being as rapidly made from rolls of Eddy-manufactured paper, and these are delivered through the proper hoppers as fast as an output of seventy million matches per day demands. Very different from the day of the hand-made match boxes delivered every morning in a bed tick, but just another of the Eddy Company marvels of manufacturing development.

Manufacturing Experience and Your Trade

Why Eddy Matches Sell

Here are the three chief reasons; first, wood; second, machinery; third, experience. Only the choicest soft, smooth-fibred pine is used, therefore they are uniform, perfect in the highest degree. There are no slivers, headless or half matches among the Eddy matches. They will not explode if stepped on. Years of experience have eliminated these unpleasant features. This is why Eddy matches sell.

If interested, tear out this page and keep with letters to be answered.

Your Friends for Life

MILLERS FALLS Bit Brace No. 732 is several tools in one. With it you can drive screws, countersink and ream as well as bore holes. Its ratchet, patented chuck and 'feel' in the hands have made it "the carpenter's favorite."

A MAN who owns fine tools is never lonesome. He enjoys a companionship with them that grows through the years.

Many a good workman would actually feel the loss of a thumb less than if he had to part forever with the prized contents of his tool chest.

This attachment is easy to explain. By doing work that hands cannot do, fine tools become a part of a man's creative self.

Millers Falls Tools are fine tools. For fifty years they have been making life-long friends of people who do things with their hands. Carpenters, craftsmen, repair men, mechanics—all swear by Millers Falls Tools, and so do the leading hardware men of America who sell them.

Amateurs often buy cheap tools. That's why they are amateurs. It takes a real expert to do a good job with poor tools.

But whether amateur or expert—select Millers Falls Tools. They will be your friends for life.

MILLERS FALLS COMPANY
MILLERS FALLS, MASS.

MILLERS FALLS TOOLS

"You're No Stranger!"

Insert shows ½ page advertisement from the May 29th SATURDAY EVENING POST

ALLS TOOLS

If interested tear out this page and place with letters to be answered.

"You're No Stranger!"

—is what this new customer is saying to the drill being shown him. He recognizes it as a reliable old friend from Millers Falls. Its brother tools from Millers Falls—hack saws, braces, auger bits, mitre boxes, vises, and more—all have served him well. Like a friendly face in a strange land, the sight of this Millers Falls tool gives him confidence in the dealer's knowledge of good hardware.

Millers Falls tools are friendly tools. Their strength, sureness, ease of operation, make them real partners with skilled workmen.

This is the message of a campaign of national advertising for Millers Falls tools appearing every four weeks in the *Saturday Evening Post*. Thousands of men, who like to work with their hands, will learn of this line of tools. If your store is Millers Falls headquarters, it will be their source of supply for many items of house and garage hardware as well.

Let Millers Falls tools make friends for *you*.

MILLERS FALLS COMPANY
MILLERS FALLS, MASS.

Sole Distributors of Star Hack Saw Blades

If interested, tear out this page and keep with letters to be answered.

Concerning Trade-marks

A trade-mark on an article is the manufacturer's bond that he is willing to stand behind his product.

Trade-marks are of vital importance to the dealer. They safeguard him against dissatisfied customers. They are the symbol of uniformity and quality.

In handling C.G.E. goods the one predominating feature which stands out above all others is consistency. People now-a-days are impatient of men or commodities that work well, to-day, and not quite so well to-morrow.

It is an ever-increasing source of satisfaction to the dealer, no matter whether it be Electric Labor-Saving Devices, Automobile Accessories, Electric Lamps, Electric Cooking or Wiring Devices, to know that in selling his customers C.G.E. Products, he is building up a good-will that eventually will be one of his greatest assets.

Dealers everywhere sell C.G.E. Products.

Canadian General Electric Co., Limited

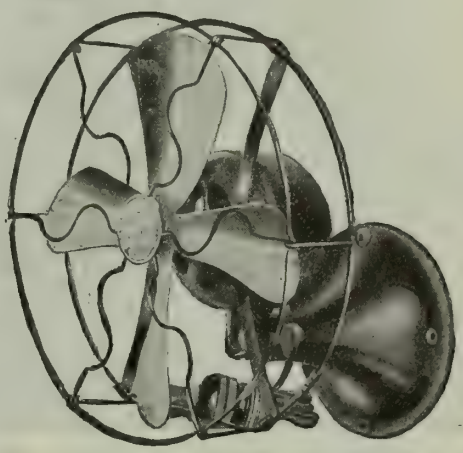
Head Office: TORONTO

Branch Offices: MONTREAL QUEBEC HALIFAX SYDNEY ST. JOHN OTTAWA HAMILTON LONDON COBALT SOUTH PORCUPINE WINNIPEG CALGARY EDMONTON NELSON VANCOUVER and VICTORIA

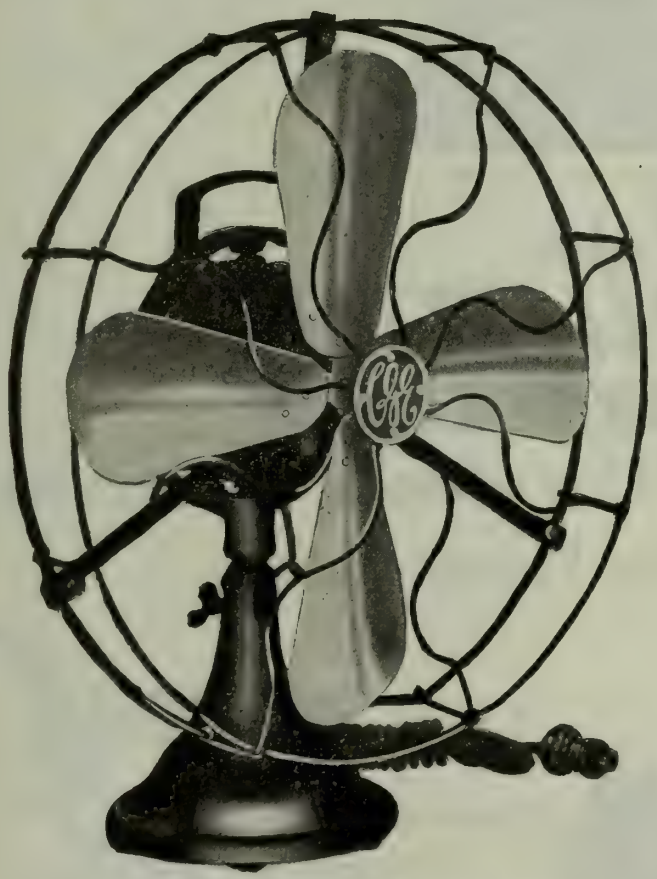
If interested, tear out this page and keep with letters to be answered.

C-G-E FANS

"Refreshing as a Summer Shower"



G-E Whiz Fan Adjusted for Wall Mounting



12 inch, Four-blade Oscillating Fan

Are You Prepared for a big fan season?

The Electrical Fan now offers the Retail Dealer a larger sales field than ever before. The public is learning to appreciate its many forms of usefulness. New applications are continually being developed, and its merchandising possibilities are almost without limit.

We will supply free advertising matter and furnish electrotypes of ready-made advertisements. Let us know your requirements.

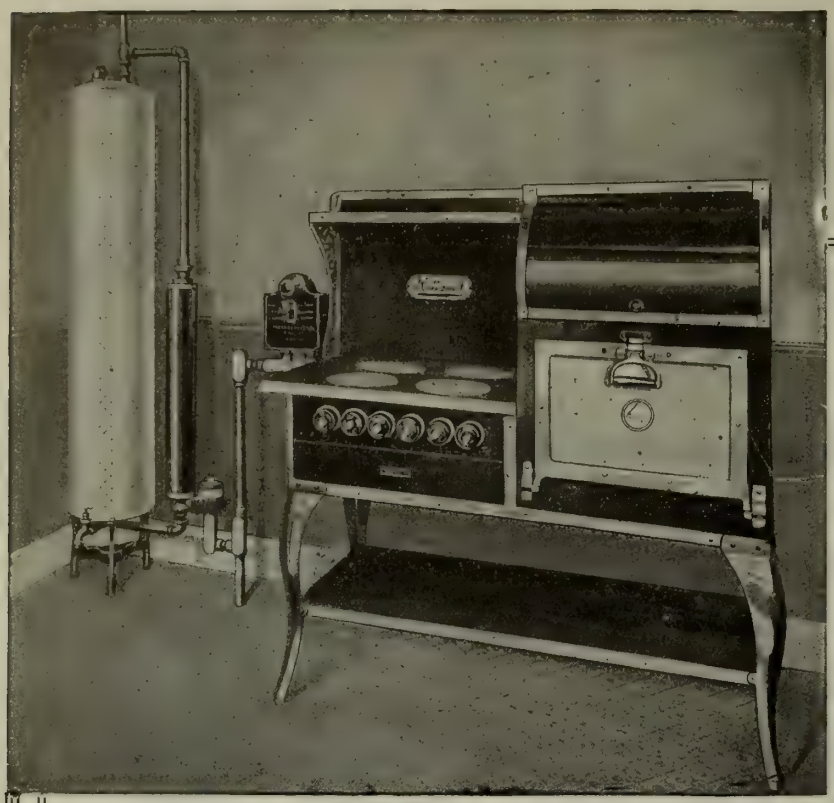
"To Create Prestige Sell C.G.E. Electrical Goods."

Canadian General Electric Co., Limited

Head Office TORONTO

Branch Offices: Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria.

If interested, tear out this page and keep with letters to be answered.



National ELECTRIC

Heating Appliances Will Increase Your Summer Trade

National ELECTRIC

You Will Find Our Goods Unexcelled and Our Prices Right

Cat. No. 310
Two Burner Hot Plate

Write for Catalog "C" and Discounts

Cat. No. 106
Model "B" 6-lb. Iron

The National Electric Heating Co., Limited

TORONTO, CANADA

If interested, tear out this page and keep with letters to be answered.

The Salesman's Delight

The KRIBS Electric Unites Simplicity with Efficiency

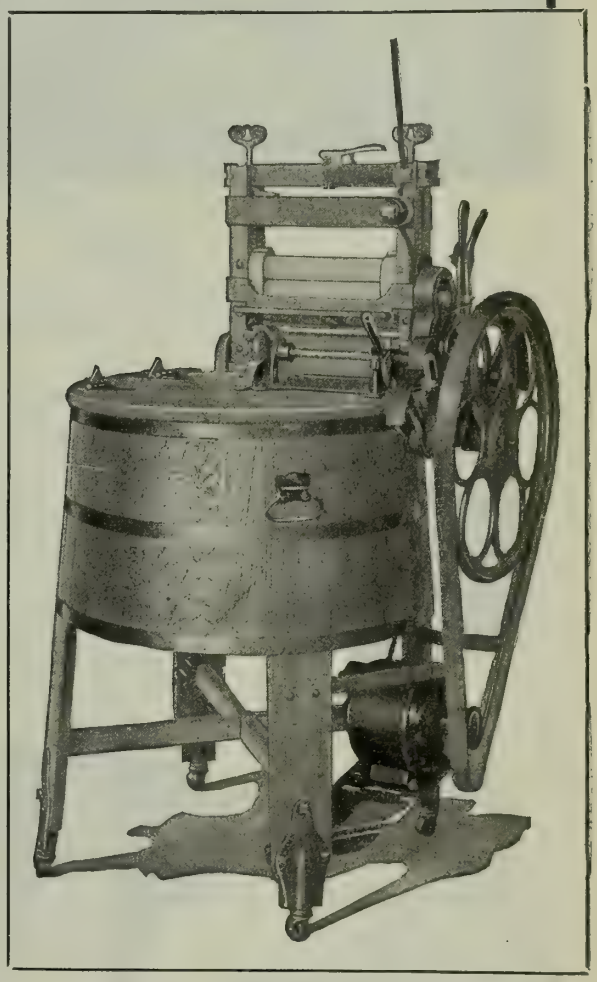
There is real joy in selling the KRIBS ELECTRIC because of the knowledge that quality and performance stand behind these machines, in the most absolute manner.

After all the "frills and fol-de-rols" have been investigated, it is easy to see that the principle on which the KRIBS operates is the correct one, and its work bears out that conclusion.

The salesman can put true enthusiasm into his talk on the KRIBS: *Ease of operation, absence of all danger,* smoothness and perfection of construction, and best of all—*beauty of results.* These are all outstanding points of claim which are more than fulfilled.

Then again each buyer becomes a booster.

Over and over again it has been found that these machines "sell more." The delighted user can't keep still about it, but tells friends and neighbors.



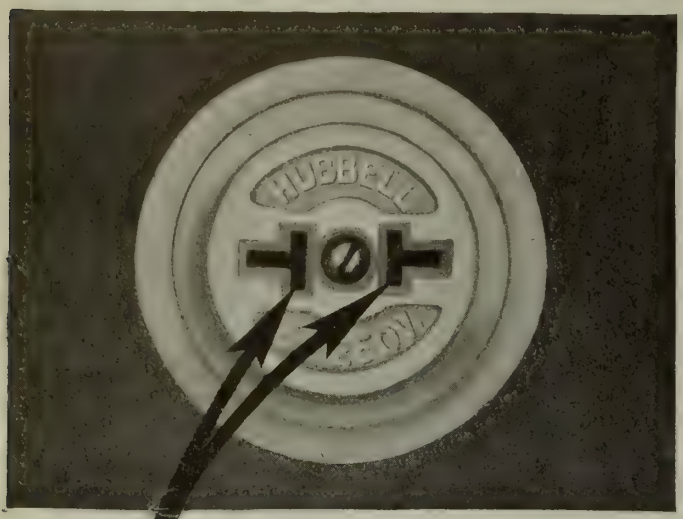
IMPORTANT TO EVERY DEALER IN CANADA

Watch for ANNOUNCEMENT EXTRAORDINARY in this paper within the next few weeks. There will be a message of UTMOST INTEREST to each Canadian dealer in washing machines.

WM. A. KRIBS CO., LIMITED
HESPELER, ONTARIO

Makers of Freight Handling Trucks of All Kinds

If interested, tear out this page and keep with letters to be answered.



T-slots make Hubbell Equipment Interchangeable

In some plug caps the flat blades are set parallel.

And in other caps they are "tandem", or in line.

Now Parallel Blades cannot plug into tandem slots, nor tandem blades fit the parallel slots.

So Hubbell has combined the slots and called it the T-slot.

This convenience is yours *only* in *Hubbell* Flush and Porcelain Receptacles and Current Taps.

Ask for further details. The Hubbell line is full of such time and work saving electrical specialties.

Black Composition Cap 5964
Porcelain Cap 5419
Porcelain Receptacle 5617
Single Flush Receptacle 5547
Single, Hinged Cover, Flush Receptacle 5579
Duplex Flush Receptacle 6257

HARVEY HUBBELL COMPANY

OF CANADA LIMITED

ELECTRICAL SPECIALTIES

TORONTO CANADA

T2085

If interested tear out this page and place with letters to be answered.

CONDULETS

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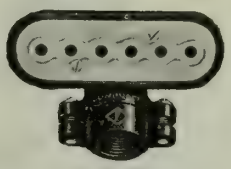

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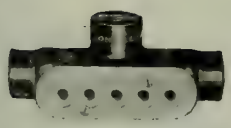


Type T

Type X

Obround Condulets

CONDULETS, with the proper covers, fittings or attachments, will meet practically every demand for a tap, junction or outlet.

A complete assortment of Sheet Steel, Cast Iron, Composition and Porcelain covers are made for these Condulets.

Send for Condulet Catalog which gives complete information and detailed illustrations of Condulets.

CROUSE-HINDS COMPANY
Of Canada, Limited
TORONTO, ONTARIO, CANADA

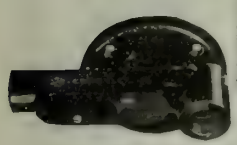
Condulets Panelboards
Knife Switches Floodlight
Guy Anchors

Type TM

Type DF

Type LU

Type LBL



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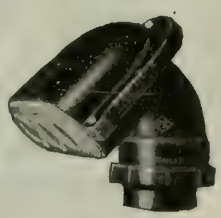
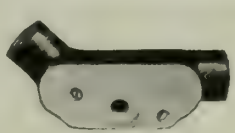


Type FE

Type LFB

Type E

Type TL



Type LLB

CROUSE-HINDS

If interested, tear out this page and keep with letters to be answered.

THE NEW CENTURY

ELECTRIC WASHING AND WRINGING MACHINE

Has a swinging tub and a three position adjustable wringer. The washing (in the New Century way) and all the wringing are done by power. All gears and pulleys are protected making it absolutely safe to operate.

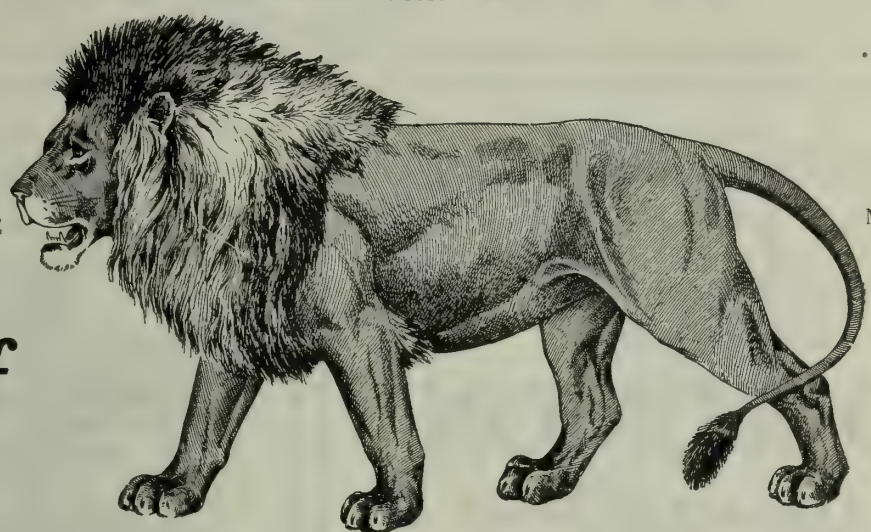
Extra large Cypress Tub—rigid steel stand—highest grade wringer rolls—1-6 H.P. splash-proof motor.

Its the good old NEW CENTURY with a swinging wringer operated by electricity. Descriptive folder on request.

DOWSWELL, LEES & CO., LTD., Hamilton, Can.

If interested tear out this page and place with letters to be answered.

There are no missing links in the chain *of*



LION BRAND CORDAGE

Established 1825

There is uniform strength and durability in every strand of Lion Brand.

Each bit of fibre that goes into Lion Brand Cordage, Transmission Rope, or Lath Yarn does its bit to make that rope or cordage or lath yarn a dependable unit.

The satisfaction Lion Brand has given is its best advertisement.

Hundreds of dealers who have sold "Lion Brand" are now among our regular customers because their sales increased in cordage.

LION BRAND STANDS THE TEST ALWAYS.

Be sure you have "Lion Brand" in stock.

SPECIFY "LION BRAND" TO YOUR JOBBER OR DIRECT.

CONSUMERS CORDAGE CO., LIMITED, 285 St. Patrick Street MONTREAL, QUE.

Montreal Halifax St. John, N.B. Toronto, 11 Church St.

Agents and Stocks at

Tees & Persse, Winnipeg, Regina, Saskatoon, Moose Jaw, Calgary, Edmonton, Fort William

James Bisset & Co., Quebec Macgowan & Co., Vancouver

If interested, tear out this page and keep with letters to be answered.

The brands that are backed by the manufacturer

DOMINION
S
WASTE

"DOMINION"

Cotton and Wool Waste, Cotton Wipers

Polishing Waste—(Cream.)

White Wiping Waste—(XXX Extra, XX Grand, XLCR, X Empire, X Press,)

Colored Wiping Waste—(Fancy, Lion, Standard, Popular, Keen.)

Wool Packing Waste—(Arrow, Axle, Anvil, Anchor.)

Washed Cotton Wipers — (White, Light, Dark.)

SCYCO
TENTS, COVERS
CANVAS GOODS,
BUNTING FLAGS

"SCYCO"

Lines of Interest to Hardware Trade

Tents and Canvas Goods.

Duck Covers—
all kinds, both plain and watertite.

Life Jackets and Ring Buoys
made from solid cork, guaranteed to pass Canadian Government Inspection.

Flags—Made from all wool bunting.

Oiled Clothing—Red and Blue Label.

We are also Jobbers of the following lines:
Cotton Duck, Cordage, Twine, Oakum, Pitch, Fishermen's Supplies.

SCYCO
Oiled Clothing
RED and BLUE LABEL

SCYTHES & COMPANY LIMITED

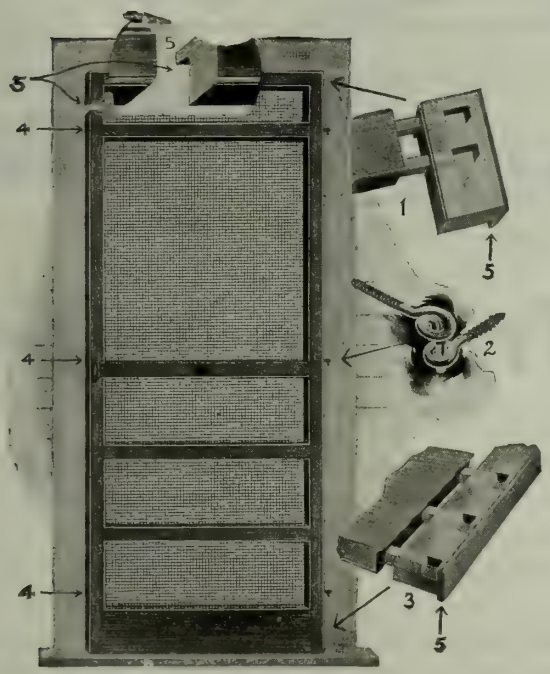
Manufacturers and Jobbers

WINNIPEG HEAD OFFICE: MONTREAL
22 CHURCH ST., TORONTO

If interested tear out this page and place with letters to be answered.

DOORS & HARDWARE
KASEMENT
SKRENE DORE CO
TORONTO
PATENTED 1916-1917-1918

"Kasement" Screen Doors



Six Convincing Reasons Why They Sell

1. **Kasements are the only doors guaranteed not to sag.**
2. **They are easily hung by the householder—no extra labour.**
3. **Strongest and lightest doors made.**
4. **Cost no more than the better-grade, old style doors.**
5. **Ideal for tenants—can be taken from house to house and will fit.**
6. **Allow maxium ventilation—yet stand the wear.**

Retail Salesmen

can convince the customers that the Kasement Door is the most satisfactory screen door made, in a very few minutes. The ease of convincing customers quickly and inducing prompt purchase is a direct saving in selling cost—one of the qualities that wins promotion for retail salesmen. The Demonstrating Model for Kasement Doors closes sales quickly. It shows how easy "Kasements" are to hang; a sample joint-section shows how the mortise and tenon joints are made—there are 26 such joints in the "Kasement." It also shows the quarter-sawn, or edge-grain, stile lumber, etc.

Put a Kasement Model on your counter. Write us for electros, circulars and selling helps.

Kasement Skrene Dore Co.

183 Church St. -- Toronto

Factory: Burlington, Ont.

If interested, tear out this page and keep with letters to be answered.

"Lively and Lasting"

RELIABLE
TRADE MARK
Canadian Products

Are True To Name

"Reliable" products are true to name. Made with infinite care in Canadian factories by Canadian workmen and thoroughly tested to insure high uniform quality, they never fail to give that efficient, eagerly-desired service that insures satisfied customers and increased business.

For instance, the "Reliable" Ignition Unit is easily a leader. Made of "Reliable" Dry Cells, bedded in pitch and set in a box which is perfectly moisture proof, it always gives dependable, high-grade ignition service in automobiles, power boats, gas engines or tractors.

The No. 6 "Reliable" Battery is also full of power and can be entirely depended upon to give every ounce of its tightly-packed energy whenever used—in motor, engine, bell or telephone.

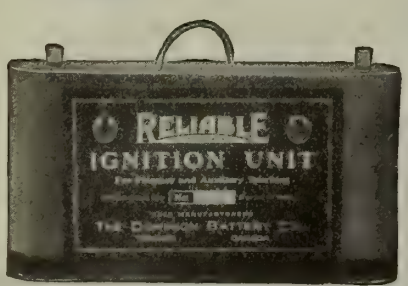
The Big Brass Cap—a feature in all "Reliable" batteries—prevents waste of energy, gives a maximum spark and puts all the power to work.

Stock the complete "Reliable" line. There is a type and size of battery and flashlight for every requirement. The complete satisfaction of customers who buy these products will tell its inevitable tale in better and bigger battery business.

THE DOMINION BATTERY CO. LIMITED

736 DUNDAS STREET EAST

TORONTO CANADA



Ask for the New Window Cards

A new, attractive three-piece window display is now ready. Ask for a set. Make a window display of the "Reliable" line. The cards are so prepared that after using them in the window you can use them on the counter or elsewhere in your store.

If interested, tear out this page and keep with letters to be answered.

Do You *Sell* Your Customers or Do They Just Buy From You?

MANY a dealer is content to fill his shelves and then join the hopeful smilers behind their counters waiting, like Micawber, for something to "turn up."

Yes, we know that some stores keep busy, just filling orders—so long as no hustling competitor adds an extra man or two as an "outside" salesman.

Look out, then, Mr. Hopeful Smiler. The customer you expected to drop in when he needed anything may be just the one the outside salesman called on and he may stop dropping in so often that his business will be lost.

Better have a talk with John, that junior clerk you're so hopeful of and send him out next week to make a few calls. You'll find that the business he'll bring in will pay profits enough to hire another inside man in his place.

Try John on selling the "*Acorn*" Die, a GTD specialty. Explain its features to him and let him call on a few manufacturers you know ought to be using it.

That one tool alone has put many of the big supply houses on the map. Fill in the coupon and we'll send you the printed matter you need to start *your* selling campaign for your own territory.

Little Giant

WELLS BROS.

Company of Canada Ltd. Galt, Ontario

Canadian Plant of the Greenfield Tap & Die Corp

World's Largest Manufacturers of Screw Cutting Tools.

GTD **Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches**

SEND—*for our No. 40 catalog (pocket size) and other information. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.*

WELLS BROS.
of Canada
GALT, ONTARIO

Send latest No. 40 catalog and put our firm on your mailing list to receive information about your threading tools whenever issued.

*Name of person*_____

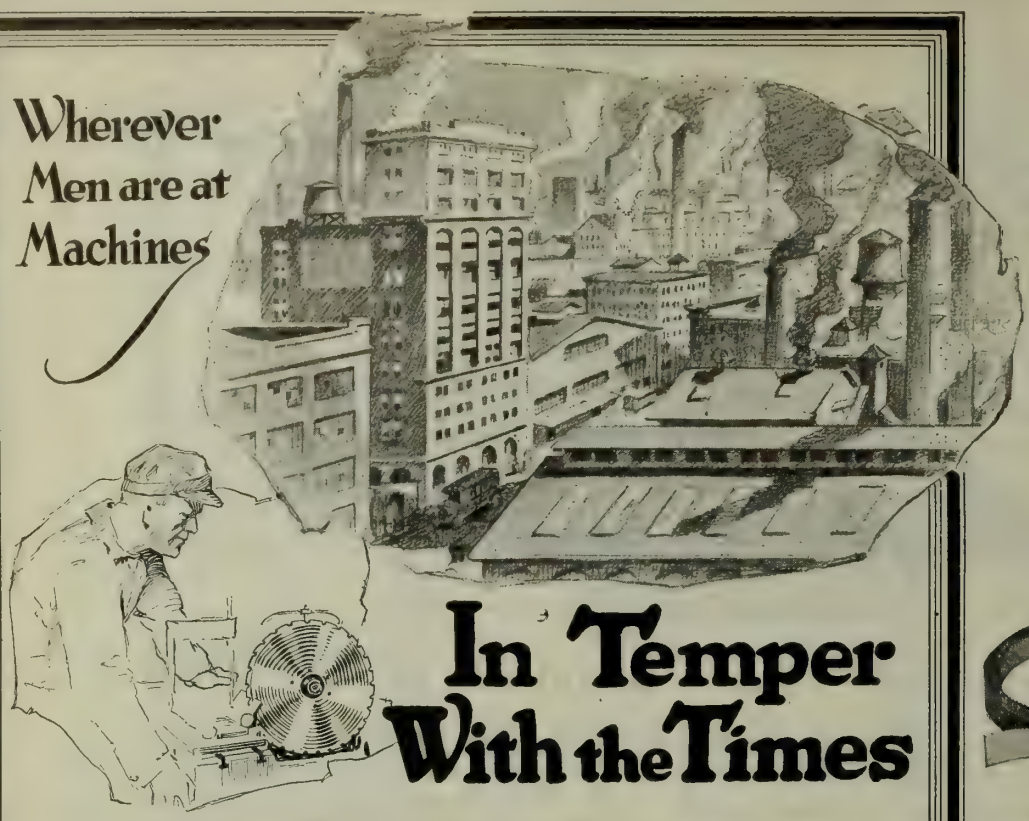
*Firm*_____

*Address*_____

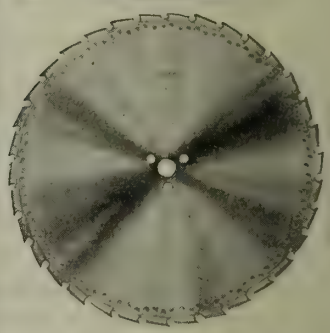
H & M 207

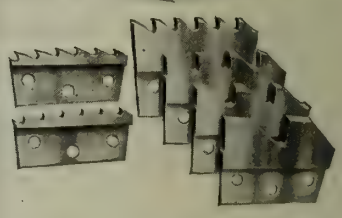
If interested, tear out this page and keep with letters to be answered.

Wherever Men are at Machines



In Temper With the Times





Huther Brothers Inserted Tooth Milling Saw
Coarse Pitch Type

A SAW guaranteed to increase the production of any cut off machine. During the World War, when the great Ordnance Plants required milling saws to cut the great cannons, several of the largest plants chose

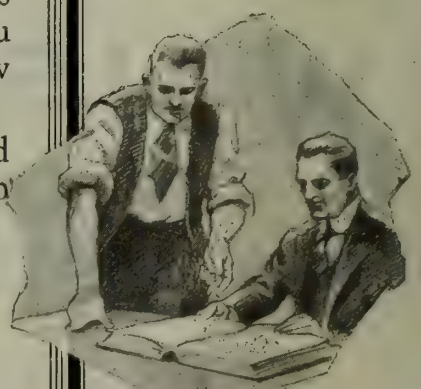
Huther's Inserted Tooth Milling Saws

and they were wise in their judgment, for they are guaranteed to be the fastest, freest cutting, thinnest, inserted tooth milling saws on the market.

The inserts may be worn down to about 3/16 inches from the heel before it is necessary to replace them. This allows you over 1 1/4 inch wear, which means that you can get more day in and day out use from this saw than any other in the market.

The inserts are made of the very best quality high speed steel, according to our patented process, perfected through fifty years of "know how."

Write us for Catalogue and Price List.



Wise Factory Managers Specify "Huther"

HUTHER BROS.
SAW MFG. CO. INC
ROCHESTER, N.Y.

If interested tear out this page and place with letters to be answered.

Morrison's

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

Trade Mark of Quality

STACK HEATER

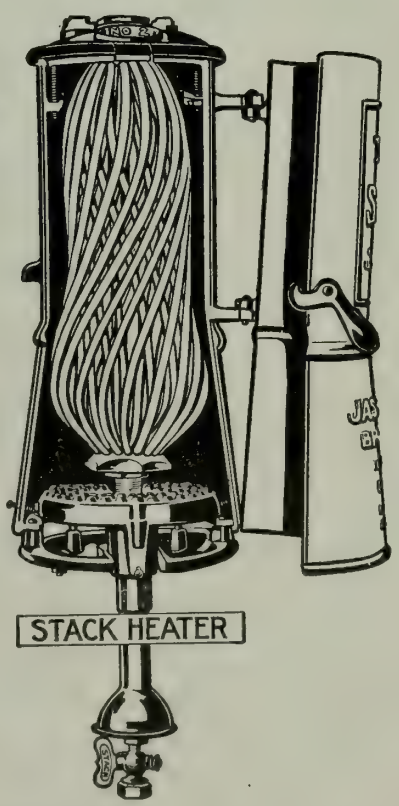
True Economy

The almost perpendicular copper pipes in the Stack Heater offer no hindrance to the natural tendency of water to rise when heated.

The Stack Hot Water Heater will heat water in one minute. These are the strong points which make easy selling for the Stack Heater.

When your customers see how the water passes into the numerous small pipes exposed to the hot gas flame, they understand. It requires no technical knowledge to see that the water will heat faster in the numerous small pipes than in one large coil.

More hot water with a smaller consumption of gas—that's true economy.



Send for Stack Heater Display Card.

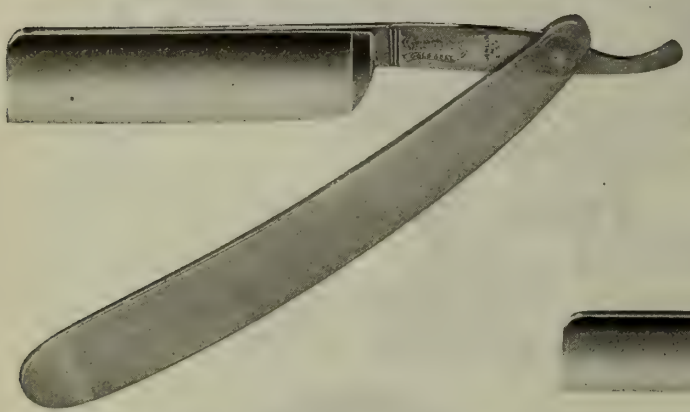
James Morrison Brass Mfg. Co., Limited
93-97 Adelaide Street West, Toronto

If interested, tear out this page and keep with letters to be answered.

Genco RAZORS

REG. U.S. PAT. OFF.

TWO GENCO FAVORITES



GOLD STEEL

Ground full concave, blade finely polished, back and tang heavily **Gold Plated.** Transparent amber handle.

The beautiful combination of blade with gold plated back and tang, and transparent amber handle produces a handsome razor in the Gold Seal.

FLUID STEEL

Ground full concave, blade finely polished, back and tang finished dark **Gun Metal** by our anti-rust process. Handle imitation ivory.

Contrast between an ivory-white handle and dark gun metal back and tang makes the Fluid Steel unusually attractive.

When your customer buys a razor that shaves him smoothly and comfortably again and again—one with an edge that can be tuned up for each shave by a few strokes on a good strop—he is thoroughly pleased with his purchase.

GENCO Razors are guaranteed to please men in just that way. Your men customers are familiar with the guarantee:

"Genco Razors must make Good or we will"

They see it continually in Genco advertising appearing in the Saturday Evening Post and a list of other national publications.

Add to this guarantee of quality the splendid appearance of the Genco Gold Seal and Genco Fluid Steel styles and you will know just why so many of these two popular Genco Razors are being sold.

Most Jobbers Carry Genco Razors in Stock. If yours do not, write us.

GENEVA CUTLERY CORPORATION

159 Gates Avenue, - Geneva, N.Y.

TORONTO—11 Colborne Street **WINNIPEG—332 Bannatyne Avenue**

If interested, tear out this page and keep with letters to be answered.

Announcing

Catalogue No. 16

Showing many new
Shot Shells and
Metallic Cartridges

Send for your copy now

These Trade Marks and This Label

Represent the quality behind Flint Blue Diamond Specialty Paints, Varnishes and Enamels for Architectural, Automobile, Furniture, Railroad and all Industrial purposes. Let these marks govern your buying.

Flint products are used extensively by the largest and most prominent automobile manufacturers in Canada—fullest evidence of what the "Blue Diamond" stands for.

The attention-compelling qualities of Flint labels make these products stand out on your shelves—a valuable sales-assisting feature.

All Flint labels and advertising bear the C. X. L. Canadian industries trade-mark which links Flint products with the extensive advertising of other C. X. L. lines and helps establish the confidence of your customers in Flint Varnishes, Paints and Enamels.

Ask your jobber
about Flint products
to-day

Flint Varnish and Color Works of Canada Limited

Montreal, Canada

Vancouver, Winnipeg, Toronto, Sudbury, Halifax

Manufacturers of

Architectural Varnishes and Enamels.
Varnishes for the Automobile, Furniture and Piano Trades.
Structural Rust Inhibitive Paints. Paints for Industrial Purposes.
Wood Fillers (Wheeler Formula.) Oil Colors.
Colors in Japan.

Importers of Bridgeport Penetrating Stains.

GOODELL-PRATT

1500 GOOD TOOLS

Mr. Punch says :

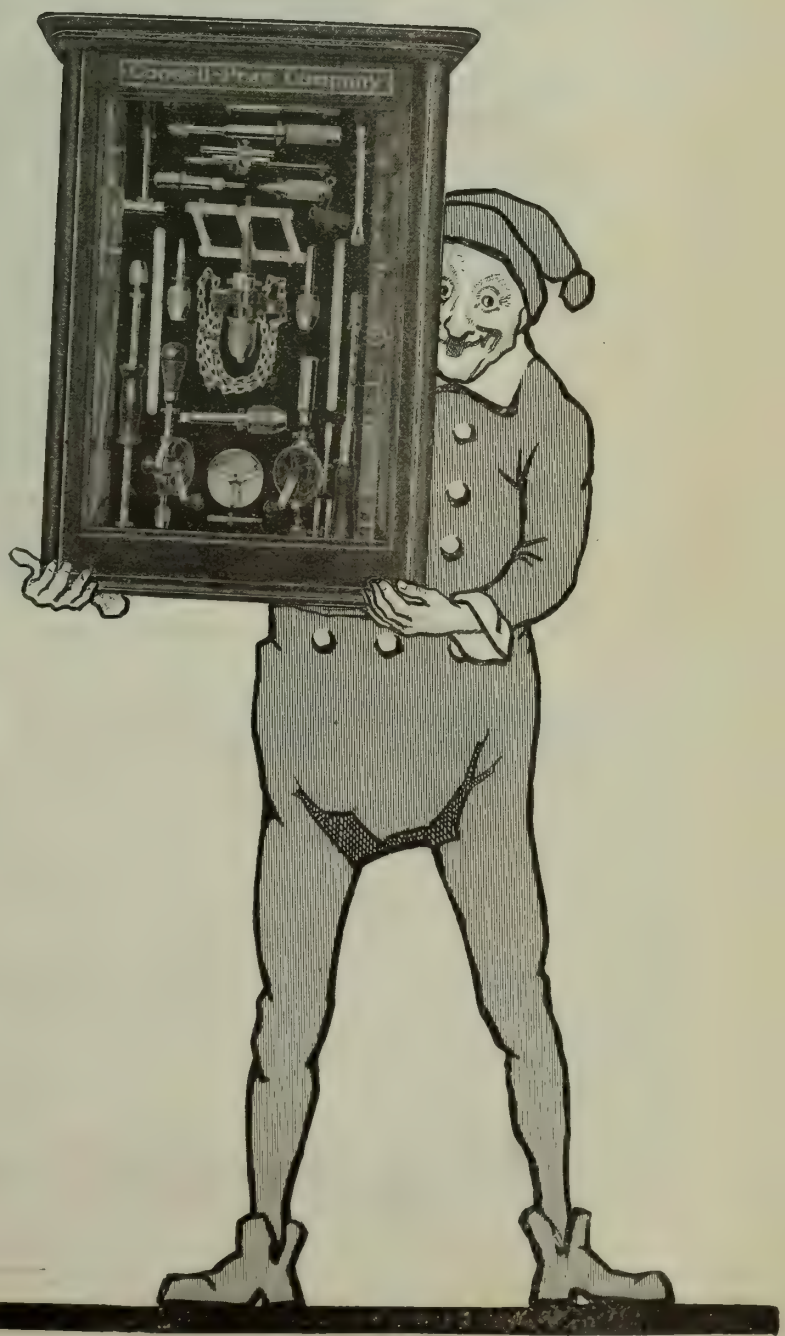
Nobody has figured yet exactly how many good tools every one thousand people ought to buy per year, but Goodell-Pratt Toolsmith dealers come closer to knowing than the rest.

When Goodell-Pratt tools have passed rigid factory inspection—when on the bedrock of best materials and workmanship the uniform extra high-grade finish has been placed—the perfect tools that then pass into the stockroom are no less attractive the day they are received by dealers.

All shipments of Goodell-Pratt tools are made in strong, new cases. Each tool is also carefully wrapped, for your further convenience and your customer's protection, in its own individual marked carton.

Great care is used in double checking of shipments with the original order. Thus avoiding any errors, which might otherwise occur.

A line of jewelry couldn't be handled more carefully from stockroom to store window. Goodell-Pratt consider that Toolsmith dealers are worthy of every consideration a scrupulous manufacturer can give them.

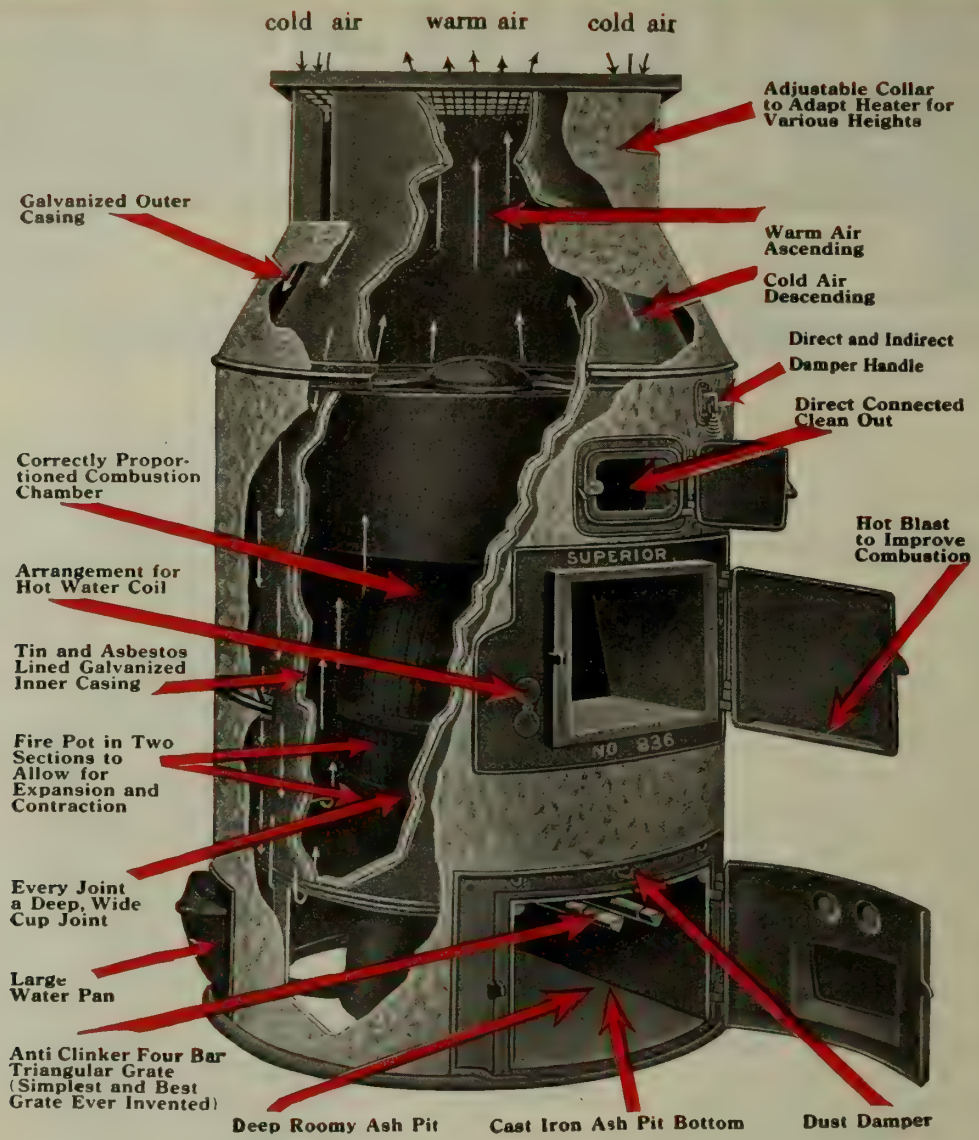


Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.

If interested, tear out this page and keep with letters to be answered.



Pilot Superior Pipeless

Convinces the customers, because it is easy and inexpensive to install; only one opening to be cut in the floor; no network of pipes; cold air is removed from the house—not the cellar—keeping fresh, moist, warm air circulating, a protection against coughs, colds and sore throats; keeps the floors warm so that children may safely play on them, and leaves the cellar cool for storage.

The Pilot Superior Pipeless burns hard coal, soft coal, coke, wood or natural gas. The construction with inner and outer casings and asbestos linings insures cold kept out and warmth kept in.

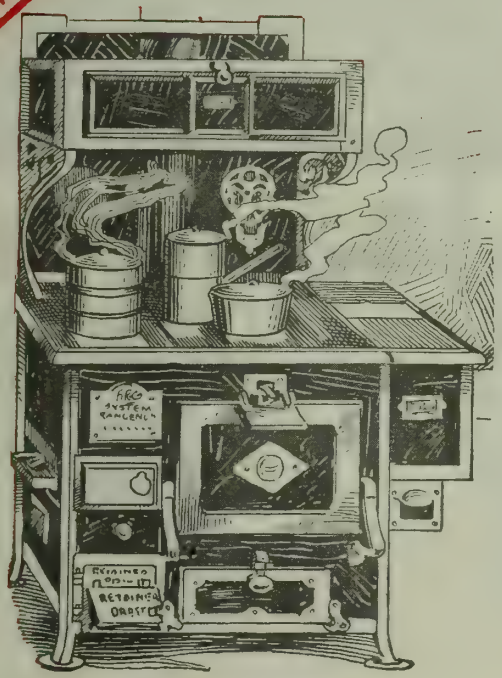
The house is heated throughout with an abundance of heat; 25% of your fuel is saved.

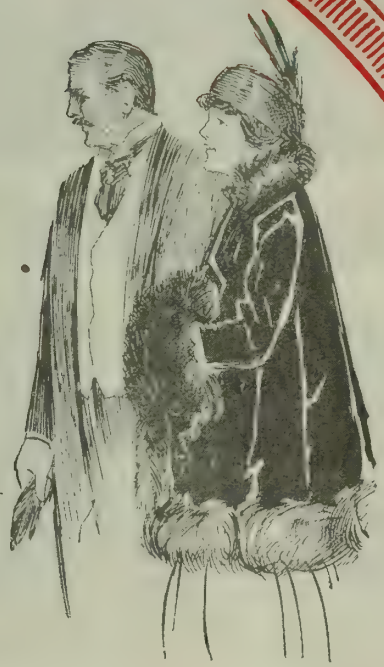
A profitable line for the dealer—get a start with it early.

The Hall-Zryd Foundry Co

Winnipeg

TRADE FiReCo REG'D MARK





The "Trade Mark" of a Money-making Line

Fireco makes good money for dealers because it has such convincing selling points and closes so many sales. It is the latest up-to-date model stove construction with every advantage in design.

Fireco saves fuel because it conserves heat; makes combustion complete; prevents the flues being filled with soot; gives absolute control of the fire and no gas can escape from this range.

Customers are interested to know that Fireco requires 50% less labor, 50% less ashes carried out, and gives delighted owners 100% more cooking and heating satisfaction.

We demonstrate in your store.

mpany Limited, Hespeler

Vancouver

Every Can Contains Lasting Protection for the Car Owner

Mohair Top Dressing

Waterproofs and Re-rubberizes

Pints 85c.
Quarts $1.50

Produces a black, silky and lasting finish. Leaves top soft and pliable.

Drab Lining Dye

Pints $1.35
Quarts $2.50

Re-dyes and refinishes inside top linings a fresh light color. Covers all stains and discolorations.

Knu-Lac Top Dressing

For Ford Cars

Pints 75c.
Quarts $1.35

For imitation of leather tops. Refinishes a rich, glossy black; waterproofs and re-rubberizes.

These Top Dressings and all our products offer you powerful selling points. They are the only Dressings on the market having a LIQUID RUBBER base to Waterproof and Re-rubberize the Top material. They leave the Fabric Soft and Pliable. They put back into the Top something which has gone out through deterioration, giving it that factory newness and durability.

OTHER CAR ECONOMIES

DULL-LAC TOP DRESSING
Puts on a Rich, Egg-shell Finish.

RE-KNU UPHOLSTERY DRESSING
Makes Old Cushions Look and Wear like New. Dries in 15 Minutes.

RE-KNU BLACK LINING DYE
Re-dyes, Covering all Stains and Discolorations—concentrated.

GLOSS BLACK ENAMEL
An Elastic Enamel to re-finish the entire car.

BURBANK O.D. TOP DRESSING
Re-dyes the Top a Light Drab Color — Waterproofs and Re-rubberizes.

RE-KNU RUBBER TIRE PAINT
Gives the Tire that new appearance. Does not wash off.

STAY-ON AUTO TOP PATCHES
Mends all Holes and Cuts.

BEATS ALL TUBE PATCHES
Fixes that Puncture Quickly.

BEATS-ALL RADIATOR CEMENT
A Liquid Cement—Stops all Leaks.

BEATS-ALL SPRING LUBRICANT
Stops that Squeak. It leaves a Graphite Deposit on Each Leaf.

ENGINE ENAMEL
Black and Grey. Stands a high Heat Test.

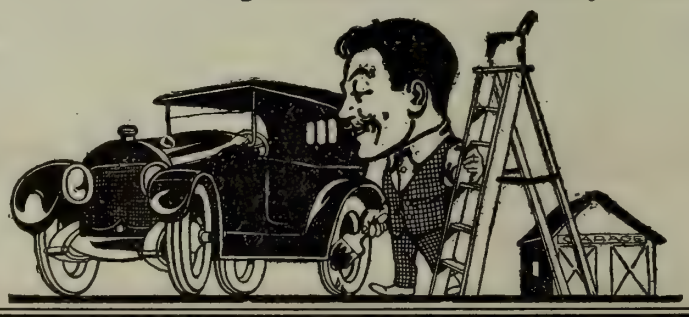
FENDER ENAMEL
For Retouching—Dries Quickly.

For sale at Leading Hardware and Accessory Stores

Manufactured by

AUTO SPECIALTIES MFG. CO.

FORT ERIE - CANADA



Write to-day for our liberal trade plan and sample order. Our Representatives

Aggressive Agencies Co.,
35 Notre Dame East,
Montreal, Que.

Wizard Auto Products Co.,
52 Shanley Street,
Toronto, Ont.

C. G. Lee,
114 Pantages Bldg.,
Winnipeg, Man.

If interested, tear out this page and keep with letters to be answered.

CANADA FOUNDRIES & FORGINGS LIMITED

FOR THREE SCORE AND TEN YEARS THE JAMES SMART PEOPLE AT BROCKVILLE HAVE PRODUCED VARIOUS LINES OF HARDWARE AND TOOLS. THE UNFAILING WORTH OF THESE PRODUCTS HAS ESTABLISHED THEIR TRADE MARK WHICH IS A DIAMOND G. THE SUCCESS OF THEIR BUSINESS IS ATTRIBUTED TO THE RECOGNITION BY BOTH DEALER AND CONSUMER OF THIS SIGN AS A HALL MARK OF QUALITY.

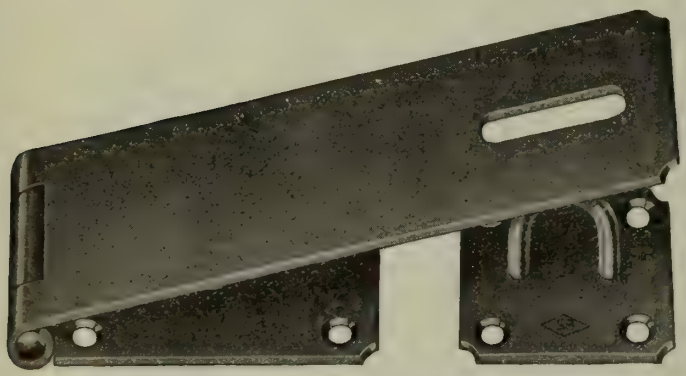
JAMES SMART PLANT
BROCKVILLE - - CANADA

Slater *and* Barnard

No. 215 Corrugated Strip Hinges (Bulk)—A far superior hinge to the old type, both in weight and finish—corrugations strengthen the hinge, lighter in weight, can be used in place of the heavy type.

No. 210 Corrugated T-Hinges (Bulk)—A strong, neat, light hinge which is replacing the heavy type hinge. The corrugations strengthen it. The finish is better than the old type iron hinge.

NO. 1215 JAPANNED TRAP DOOR RINGS
Size 3½" Wrought Steel Flush Trap Door Rings, Baked Japan Finish. Packed ½ dozen in carton with japanned screws. Supplied also in galvanized or plated finish at additional cost.



Some of our new lines.

Ask for our new Catalog showing complete line.

NO. 1205 CHEST HANDLES
Made of best quality deep drawing steel, with heavy, easy grip handle, japanned. Also supplied in galvanized or plated finish at additional cost. Packed ¼ dozen pairs in box with screws.

No. 815 Wrought Steel Safety Hasps—Finished in Bright, Japan or Galvanized, made of wrought steel with hinged joints and concealed screw holes, which make it safe. Made in sizes 3", 4½" and 6". Packed one dozen in carton.

Slater & Barnard, Ltd. - Hamilton, Ontario

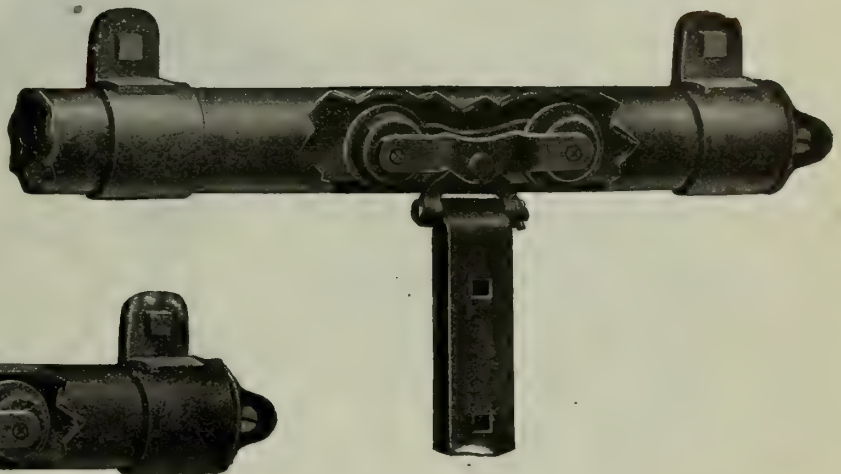
QUALITY HARDWARE

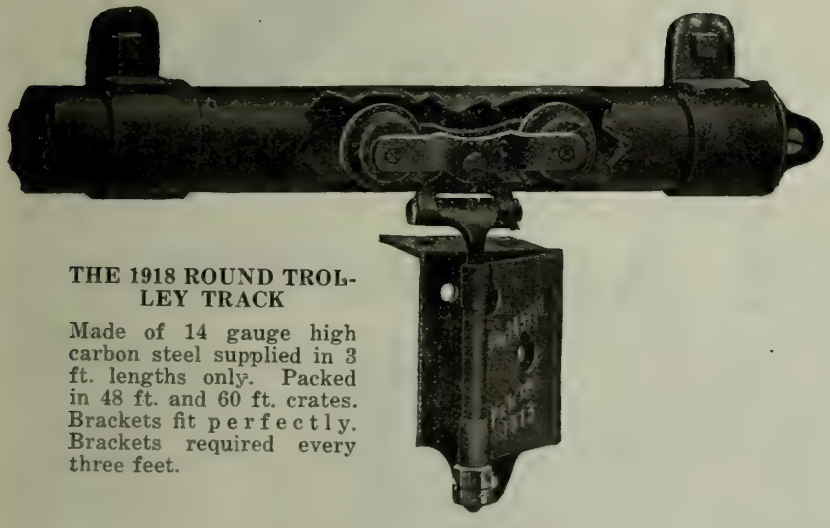
REPRESENTATIVES: H. E. O. Bull, Montreal, Que. N. J. Dinnen, Winnipeg, Man.

Quality Products

NO. 1917 ROUND TROLLEY HANGER
(Shown to right)

Made of best grade steel, wheels of deep drawing steel fitted with steel roller bearings, malleable loops and steel hasp. One pair in a carton with two end stops and bolts, full instructions to apply. Half or one dozen to case.





THE 1918 ROUND TROLLEY TRACK

Made of 14 gauge high carbon steel supplied in 3 ft. lengths only. Packed in 48 ft. and 60 ft. crates. Brackets fit perfectly. Brackets required every three feet.

1918 FLUSH DOOR HANGER
(Shown to left)

This is the same hanger as 1917 with the exception of the steel hinged apron, which enables the door to be swung into the opening and fitted as tightly as any hinged door This is a wind and storm-proof feature which should not be overlooked.

Easy Operating -- Weather Proof

Round Trolley Hangers

They are ideal hangers for saw mill or flour mill use, where dusts of any kind are liable to corrode in crevices. The tracks are absolutely self-draining and cleaning. There are no grooves to hold dirt or water—no possibility of the hanger jumping the track, no binding, always runs smoothly.

This is an all-weather hanger especially suitable for Canadian use. **Show one in use in your store. It will sell itself.**

Ask for new Catalog of complete line.

Slater & Barnard, Ltd. - Hamilton, Ontario

QUALITY HARDWARE

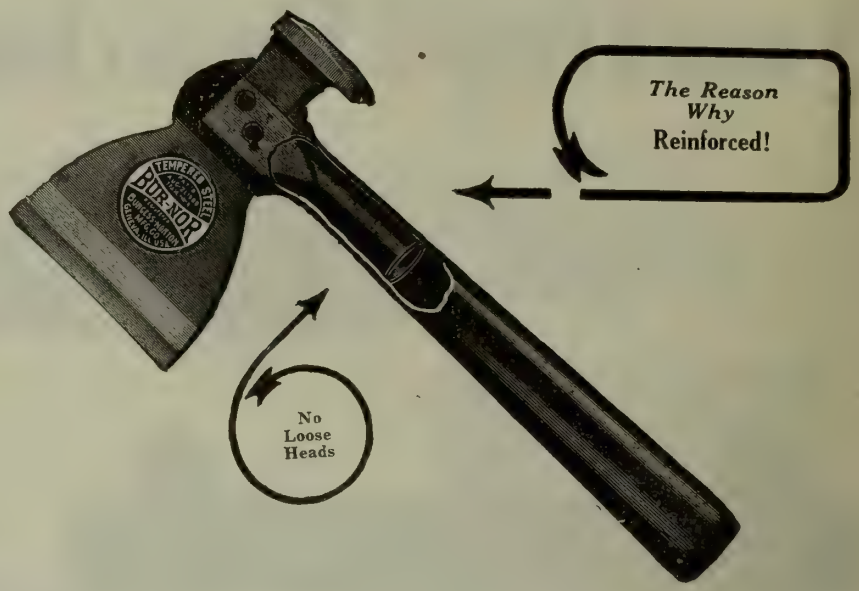
REPRESENTATIVES: A. T. Chambers, Vancouver, B.C. T. Mortimer, Toronto, Ont.

BURGESS-NORTON MFG. CO. BUR-NOR TRADE MARK GENEVA, ILLINOIS, U.S.A.

Bur-Nor
Famous Hardware Specialties

All-Steel Hatchet

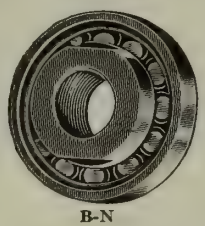
Bur-Nor Steel hatchets are a great improvement over the old style wooden-handled affair. The hollow steel handle is so reinforced and riveted under high pressure that the heads cannot loosen or come off—an all too familiar characteristic of the old-style, wooden-handled hatchet.
The line has proved itself a good seller and satisfying to the consumer. The well-known "Bur-Nor" trade-mark links your store with the consumers satisfaction and holds his future trade. Trade-marked goods are easier to sell and reduce selling cost for the merchant.



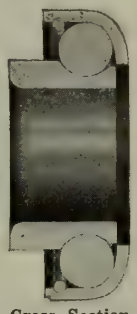
Automobile Accessories

Ford Radius Rods

Our Ford Radius Rods are constructed of tapered tubing with drop-forged ends carefully machined and threaded. Perfect threads mean freedom from trouble, annoyance, and delay.
The ends are correct length and finished; the rods are accurate in size and guaranteed in quality—quality that makes "Customer satisfaction." Finished in black enamel and weigh 7¼ lbs. each. Packed six in a bundle, or twenty-five in a crate or box, for export.


B-N

B-N Ford Radius Rod

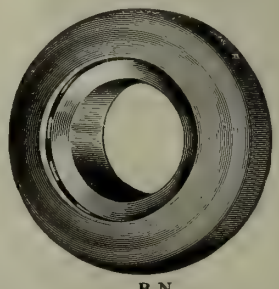

Cross Section

B-N "Long Life" Front Wheel Bearings
$4.00 List. Per Set.

We allow Canadian jobbers a special discount and will accept their checks on a Canadian bank at par, thereby eliminating all difficulties which may arise through the present high rate of exchange.

B-N Ford and Chevrolet Parts

consist of Hubs, Small Ball Retainer, Large Ball Retainer, Lock Washer, Small Ball Race, Large Ball Race, Stationary Cone, Right and Left Adjustment Cones. The illustration shows the general arrangement, or assembly, of the parts in a front hub. We manufacture the Carboluy "N-B" Piston Pins, for nearly all makes of cars.
Bearing the famous B-N trade-mark they are welcomed by consumers, reducing your selling time and cost, and bringing you "repeat" sales.


B-N

Burgess-Norton Mfg. Co., B–N Geneva, Illinois, U. S A.

If interested, tear out this page and keep with letters to be answered.

"OAKVILLE" Aluminium Ware

"Will Outwear Any Ware"

WARE MFG. CO. LTD. OAKVILLE PURE ALUMINIUM WARE

The secret of the success of "Oakville" Aluminium Ware is the absolute uniformity of our product both in quality of material and workmanship. "Oakville" customers once means "Oakville" customers always.

Order your stock well in advance from your jobber. If he cannot supply you write for catalog and price list.

The Aluminium Ware Manufacturing Co.

Oakville, Ontario

Richardson and Bureau, Montreal, Eastern Selling Agents

If interested, tear out this page and keep with letters to be answered.

BUTTER

Tools Favorably Known

There are few industries without machinery, and most of those having machines keep some sort of repair or machine shop. Butterfield's are first choice there as well as in the large mechanical industries that produce machinery and engines of all sorts. Wherever the stacks and smoke of industry mark the sky, there Butterfield's are favorably known and there are prospects for the Butterfield dealer.

Butterfield &

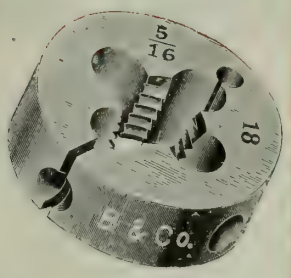
Union Twist

Rock Island

Foreign Representatives: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium and Switzerland, Fenwick, Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan,

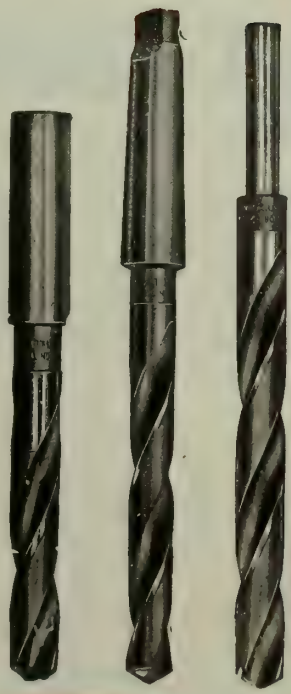
FIELD

To Every Industry



It pays to handle products that are giving satisfying service everywhere. The display of Butterfield tools implies that the other goods you sell are worthy, also. It creates confidence in your store.

Your sales have a permanent effect in holding the customer. The fast cutting accuracy and reliability of Butterfield tools hold the trade.



Company, Division
Drill Company
Quebec

Abe Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney, South America; Charles Dreyfus, B. Mitre, 785, Buenos Aires, R.A.

"Gutta Percha"

Motorists Look for this Hall-mark of Quality on Tires, Tubes and Accessories

The exceptionally high quality of all goods bearing our name has caused motorists to look upon it as a guarantee of quality. They are quite right—we could not afford to place our name on any goods that would not give perfect satisfaction. Sales are easier when you show your customer tires or accessories bearing the name "Gutta Percha."

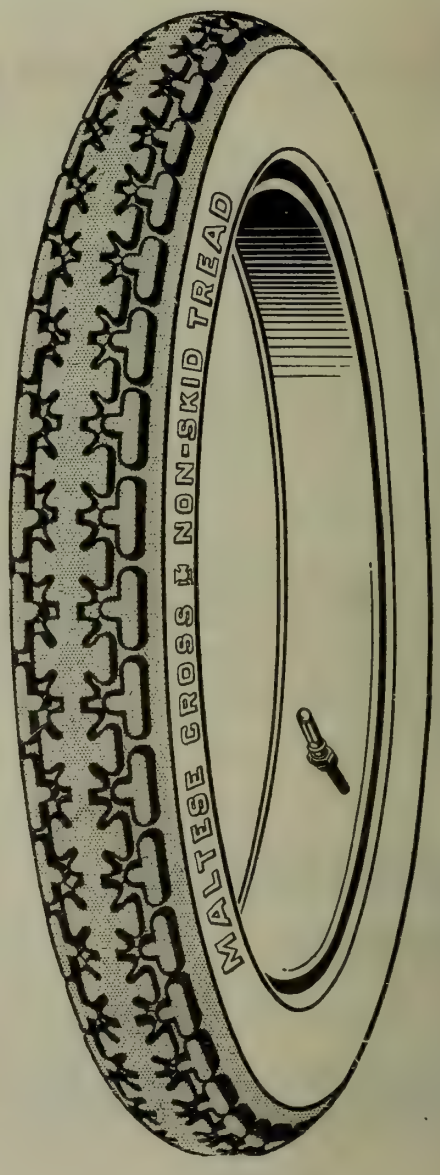
Cord Tires
and
Fabric Tires

Whichever your customer selects, he is sure of a service record that will exceed his fondest expectations. On heavier cars it will pay you to strongly urge the use of cord tires. The extra mileage will delight the motorist and give him confidence in your store.

GUTTA PERCHA & RUBBER
LIMITED

Head Offices and Factory: Toronto

Branches in all leading cities of Canada and for sale throughout the British Empire



CROSS TREAD

If interested, tear out this page and keep with letters to be answered.

BLACKHAWK

QUALITY SERVICE FINISH

RUST-PROOF WRENCHES

A-1

Combination Set No. 10

BLACKHAWK WRENCHES are carefully designed and constructed, being machine turned to insure accurate fit. They give that better service appreciated by car owners, and garage men which in turn means more sales for jobbers and dealers.

The Blackhawk line includes a wrench for every need, each tool made of dependable materials, finished by the Parker rust-proof process and guaranteed.

Sell wrenches by name. Get your trade to call for "Blackhawk." It pays.

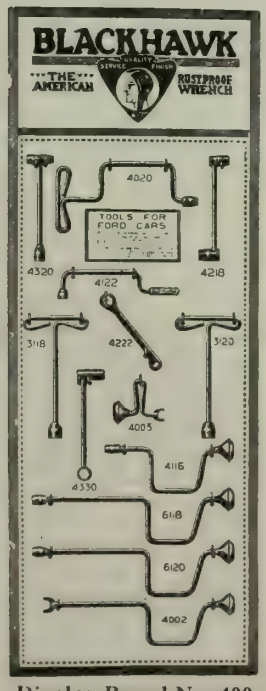
Write for catalog and prices

Manufacturers: We make wrenches according to specification.

AMERICAN GRINDER MFG. CO.
MILWAUKEE, WIS.

Canadian Sales Agents;
A. H. FRASER & CO., 710 McArthur Bldg., Winnipeg, Man.

Combination Set No. 8



Display Board No. 400 for Fords

Combination Set No. 6

Combination Set No. 4

Combination Set No. 2

If interested, tear out this page and keep with letters to be answered.

We have Created the Demand You only Need to Supply it

For years we have been building a reputation for the dependability of Champion Spark Plugs. To-day "Champion" on the insulator of a spark plug is the world's synonym for dependability.

Spark plug users have come to realize that "Champion" means satisfactory, efficient spark plug service.

Champion

Dependable Spark Plugs

have been selected as regular factory equipment by over 300 manufacturers of automobiles, trucks, tractors, farm and stationary engines, motor boats, and motor cycles in Canada and the United States.

The demand for "Champions" is already established. All you have to do it to supply that demand, and take your share of the business our advertising has created for you.

Keep your stock of Champions complete that you may be able to, at all times, supply the demand.

Champion "Heavy Stone"

B-13, ½-inch B-53, ⅞-18 long
B-43, ⅞-inch, 18 B-73, ¾-inch
B-83, ¾-in. long

Price $1.25

Specially adapted for heavy service cars, tractors, trucks, farm and stationary engines.

Champion Spark Plug Co. of Canada, Limited

Windsor, Ontario

Largest factory in Canada making Spark Plugs exclusively and the only factory making "Champions."

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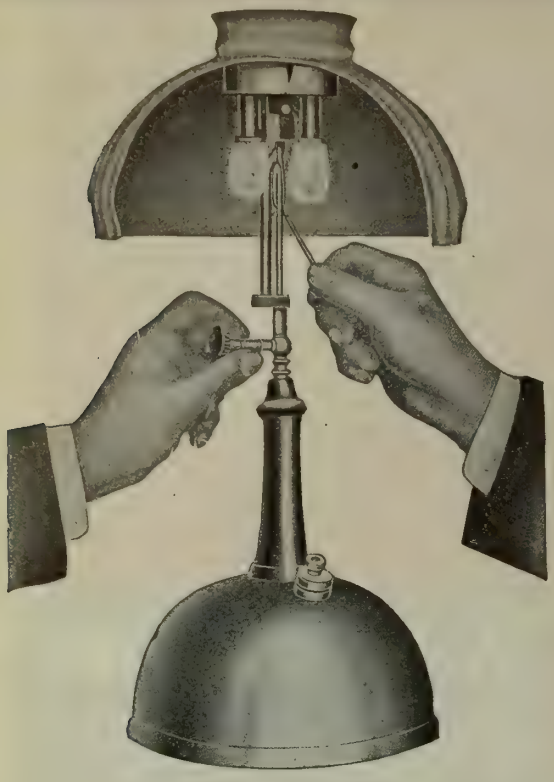
If interested, tear out this page and keep with letters to be answered.

A METAL FOR EVERY USE IN THE WORLD

This is one of them.



Dixon Safetee Lamp

Dixon Safetee Lamp

Operates at less than one cent per hour!

The dealer who carries the Hamilton Gas Mantle Co. lines has learned to place his confidence in these reliable products. The trademark assures our good service to him. The Dixon Safetee Lamps is a guaranteed, self-operating gasoline lamp. Burns until dry with safety. Operates for less than one cent per hour and gives 300 candle power. The Dixon Safetee Lamp has a great rural sale as it makes a good substitute for gas or electric light. To the country hardwareman it means new business, sales, and profit. Write for details and prices.

The Hamilton Gas Mantle has proved to be the most satisfactory gas mantle on the market—has a big sale. This is a money-maker and will interest you.

Write to our nearest distributor.

HAMILTON GAS MANTLES

The Hamilton Gas Mantle Company, Limited

Toronto **Hamilton, Canada** **Montreal**

The following wholesalers sell Hamilton Gas and Gasoline Mantles:

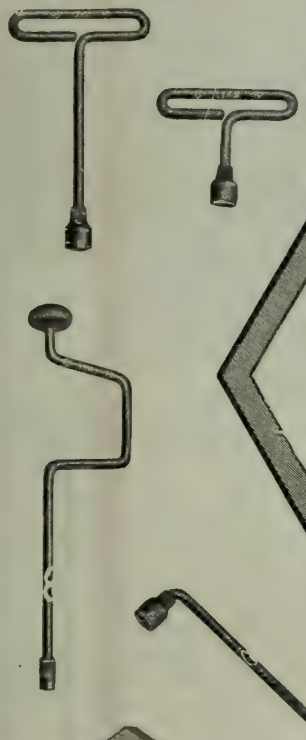
Walter Woods & Co., Hamilton, Ont.
Wood, Alexander & James, Hamilton, Ont.
W. H. Gillard Co., Hamilton, Ont.
Lumsden Bros., Hamilton, Ont.
Macpherson Glassco Co., Hamilton, Ont.
Geo. E. Bristol Co., Hamilton, Ont.
H. S. Howland & Sons Co., Ltd., Toronto, Ont.
James Wilkins Co., Toronto, Ont.
Thomas Wilkins Co., Toronto, Ont.
G. Norman Clark Co., Montreal, Que.
Brace, McKay & Co., Summerside, P.E.I.
Steadman Bros., Ltd., Brantford, Ont.
Hobbs Hardware Co., London, Ont.
Walter Woods & Co., Winnipeg, Man.
Miller-Morse Hardware Co., Ltd., Winnipeg, Man.
Wood, Vallance, Ltd., Winnipeg, Man.
Merrick Anderson Co., Ltd., Winnipeg, Man.
Marshall Wells Hdwe. Co., Ltd., Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
J. H. Ashdown Hdwe Co., Ltd., Calgary, Alta.
Revillon Wholesale, Ltd., Edmonton, Alta.
Canadian Lighting Co., Ltd., Edmonton, Alta.
Marshall Wells Hdwe. Co., Ltd., Edmonton, Alta.
J. T. Ashdown Hdwe Co., Ltd., Saskatoon, Sask.
Western Lighting Agencies, Ltd., Saskatoon, Sask.
Morrison, Blackwood & Co., Moose Jaw, Sask.
The Albert Lea Gas Light Co., Moose Jaw, Sask.
Lynch, Parker & Plews, Regina, Sask.
Wood, Vallance, Ltd., Regina, Sask.
Sumner Company, Ltd., Moncton, N.B.

If interested, tear out this page and keep with letters to be answered.

MOSSBERG

ALL STEEL WRENCHES AND TOOLS

BY INVITATION MEMBER OF
NEW YORK U.S.A.



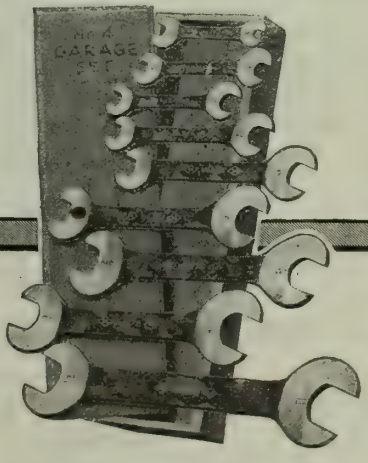
More Sales — More Satisfied Customers

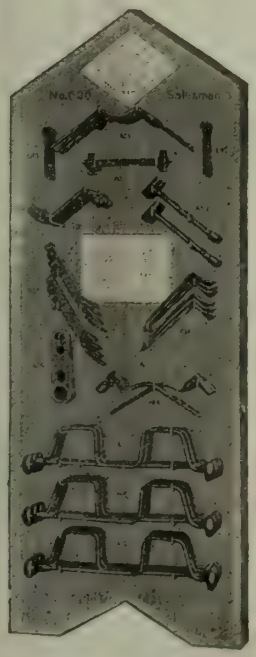
How often is it necessary to turn away the prospective purchaser of a wrench because you are unable to supply the particular type of wrench desired?

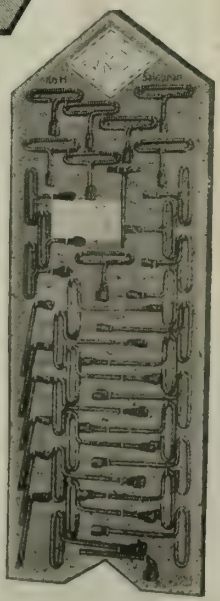
The progressive dealer overcomes this handicap by stocking the Mossberg line of All Steel Wrenches. Its completeness makes the possibility of a sale greater. Whatever the size of nut—whether square or hex., there is a Mossberg wrench to handle it. No matter how unusual the purpose for which the wrench is needed, there is a Mossberg to meet the demand.

The garage man, the motorist, the expert machinist, the marine engineer, each with his particular needs, can find the right wrenches among your Mossberg stock. And he knows that the Mossberg may be relied upon. He is familiar with its reputation for strength and service.

Send for complete 1920 catalog.





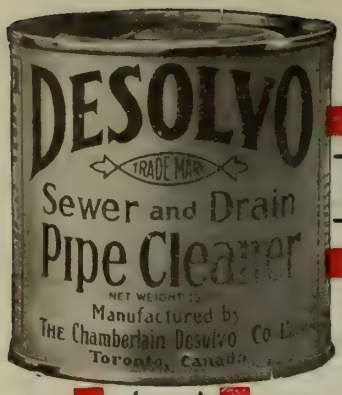


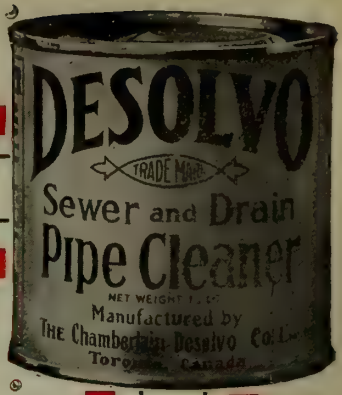
FRANK MOSSBERG CO.

WRENCHSMITHS FOR 20 YEARS

LAMB ST., ATTLEBORO, MASS., U.S.A.

If interested, tear out this page and keep with letters to be answered.





DESOLVO AND COLD WATER

Saves time and money

Desolvo, the handy cleaner for sewer and drain pipes, mixes with cold water and generates a very high temperature; it will thaw out frozen rain water leaders, frozen drains and soil pipe stacks, without injuring the pipes or plumbing fixtures.

Desolvo will do the work quicker, and with less effort and expense, than any other method. It saves time and money.

We have had 20 years experience in the chemical manufacturing industry and we guarantee results if instructions are carried out. Carried by the leading jobbers in Canada. Write to-day.

Makers of the Famous K.K.

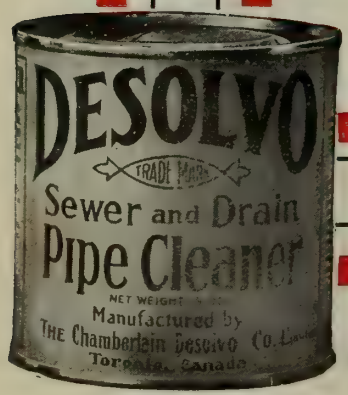
Chamberlain Desolvo Co.,
Limited

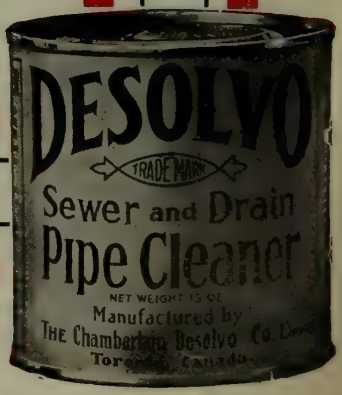
110 Church St., Toronto, Ont.

Eastern Canada Representatives:
RICHARDSON & BUREAU
55 St. Francis Xavier St., Montreal, Quebec.

Ontario Representative:
L. F. MAYNE
99 Quebec St., Toronto.

Western Representative:
N. D. McPHAIL & CO.,
Standard Bank Bldg., Vancouver, B.C.





"—draw your own conclusions"

"Gentlemen," concluded Mr. Fred Hall, President of The Northwestern Chemical Co., "you have just seen how SE-MENT-OL works in badly leaking radiators. Before you is the result—draw your own conclusions."

Seventeen representative auto supply jobbers, assembled in Marietta, Ohio, had just seen a radiator, spurting water from many leaks, completely and **permanently** repaired in **seven minutes** by SE-MENT-OL. Other conclusive tests proved to them that this self-acting radiator repairer could not clog or injure the cooling system in any way.

This demonstration was concluded by completely renewing the appearance and efficiency of the old and very shabby car with other products of the NORWESCO line.

If your jobber was among those present, he will advise you to **stock** SE-MENT-OL and NORWESCO products and **concentrate** on them. He knows they are **right.**

This NORWESCO demonstration was filmed, and will be shown everywhere through the courtesy of the jobbers.

THE NORTHWESTERN CHEMICAL CO.

2106 State Street, MARIETTA, OHIO

Canadian Factory: Montreal

SE-MENT-OL retails at 75 cents, Liquid or Powder. One can is enough for even the largest cooling system.

SE-MENT-OL

Buy All Your Accesssories from an Old Reliable House

We are General Distributors for

Hart Batteries

and

Partridge Tires

Are sure to please your customers. The absolute freedom from trouble builds confidence in your store. We retain experts to enable you to give an efficient, expert service. The Hart Battery is used on British Submarines, is reliable and faithful. Write us for prices and terms to dealers.

Are popular with all motorists. Their ability to "stand up" under abuse and unusually bad conditions proves their worth. Not much talking is necessary when you are selling Partridge Tires, Keep a complete stock of all sizes.

All Orders Shipped Promptly

Auxiliary Radius Rods.
Batteries.
Blow-out Patches.
Brake Lining.
Bulbs.
Bumpers.
Carbon Removers.
Carriers, Tire.
Cementless Patches.
Chains, Tire.
Chains, Tire Lock.
Coils, K.W.
Covers, Tire.
Covers, Spring.
Fan Belts.
Guns, Grease and Oil.
Horns.
Instrument Boards.
Interliners.
Jacks, Auto.
Oil Measures.
Pliers, Combination.
Radius Rods.
Shock Absorbers.
Spark Plugs.
Speedometers.
Timers.
Tires and Tubes.
Valve Insides.
Valve Grinding Compound.
Varnish, Color.
Vulcanizers.
Windshields.
Wrenches.
Mirrors.
Oil Gauges.
Lamps, Dash.

Our Recommendation is Your Guarantee

A dealer should KNOW that the goods he sells will give his customers perfect satisfaction. Beware of unbranded goods. If the product is worth while, it is worthy of the maker's name. All our accessories have been carefully selected by us as the highest grade possible. Our 50 years' reputation for square dealing with the Hardware and Harness Trades, backs everything we sell.

SAMUEL TREES & CO., LTD.

Wholesalers of Automobile Accessories of High Grade

42 Wellington Street East - - Toronto

Established 1862

If interested, tear out this page and keep with letters to be answered.

Starrett Dealer Helps

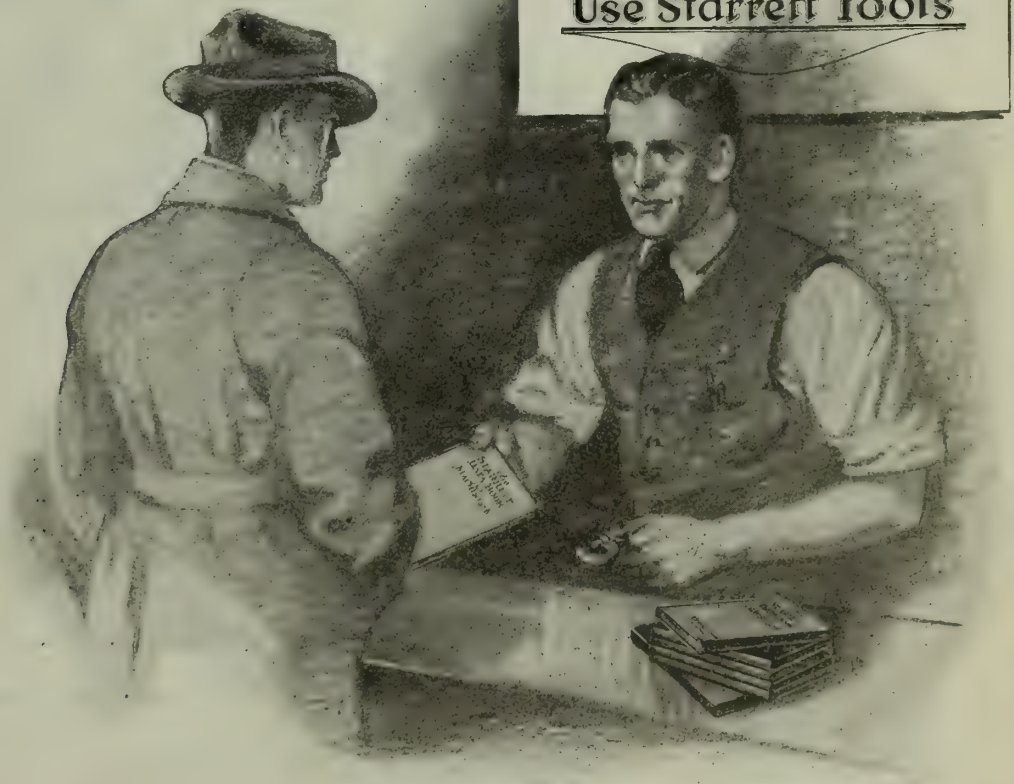
Show him The Starrett Data Book for Machinists. He's heard about it from one of the thousands of mechanics who have already bought the book. He's seen advertisements, like the one reproduced here, in all the trade magazines.

Starrett national advertising has put him—and thousands more—in a buying humor. Close the sale by showing him the book. He'll buy—for "what he wants to know is right there."

Also—the more Starrett literature you get into the hands of your customers, the more Starrett Tools they are likely to get into their kits.

THE L. S. STARRETT CO.

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.



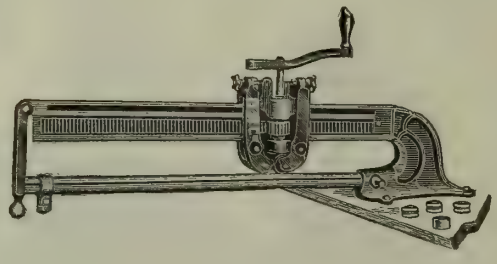
42-66

Sell Starrett Tools

If interested, tear out this page and keep with letters to be answered.

THAT MEANS QUALITY

B B Co Ltd.



Tinsmith Tools

"B B Co" goods will appeal to those customers who show a personal preference for unexcelled Quality, as every tool we manufacture carries an unqualified guarantee as to material and workmanship.

Get a copy of our New Catalogue

The Brown-Boggs Co., Limited, Hamilton, Canada

Tinsmiths Tools, Sheet Metal Working Machinery, Dies, Canning Machinery, etc.

Western Representatives: Messrs. Bissett & Webb, Limited, Winnipeg and Edmonton

If interested, tear out this page and keep with letters to be answered.

The BIG SELLER

At The Cutlery Counter

The PROFITS will surprise you

The Canadian Housewife
prides herself on her kitchen.

She is always willing to pay well for a superior article.
And she dearly appreciates an actual improvement.

In the

Lightning THIN SLICE BREAD KNIFE

she will immediately recognize a knife that fills a real need in her kitchen, a knife as different from the ordinary clumsy, inefficient, always-dull knives as night from day.

Thousands of Canadian women know the *"Lightning"* through our continued advertising campaign in "Good Housekeeping" Magazine.

The demand is created—it is left to you to furnish the supply. Attractive "silent salesman" furnished for your show case or window.

The Leading Wholesalers will supply you

Ask us for Descriptive Matter

WIEBUSCH & HILGER, LIMITED

106-110 Lafayette St., New York City, N.Y.

Canadian Selling Agents:

JAMES GERARD KERR, 411 St. Nicholas Bldg., Montreal

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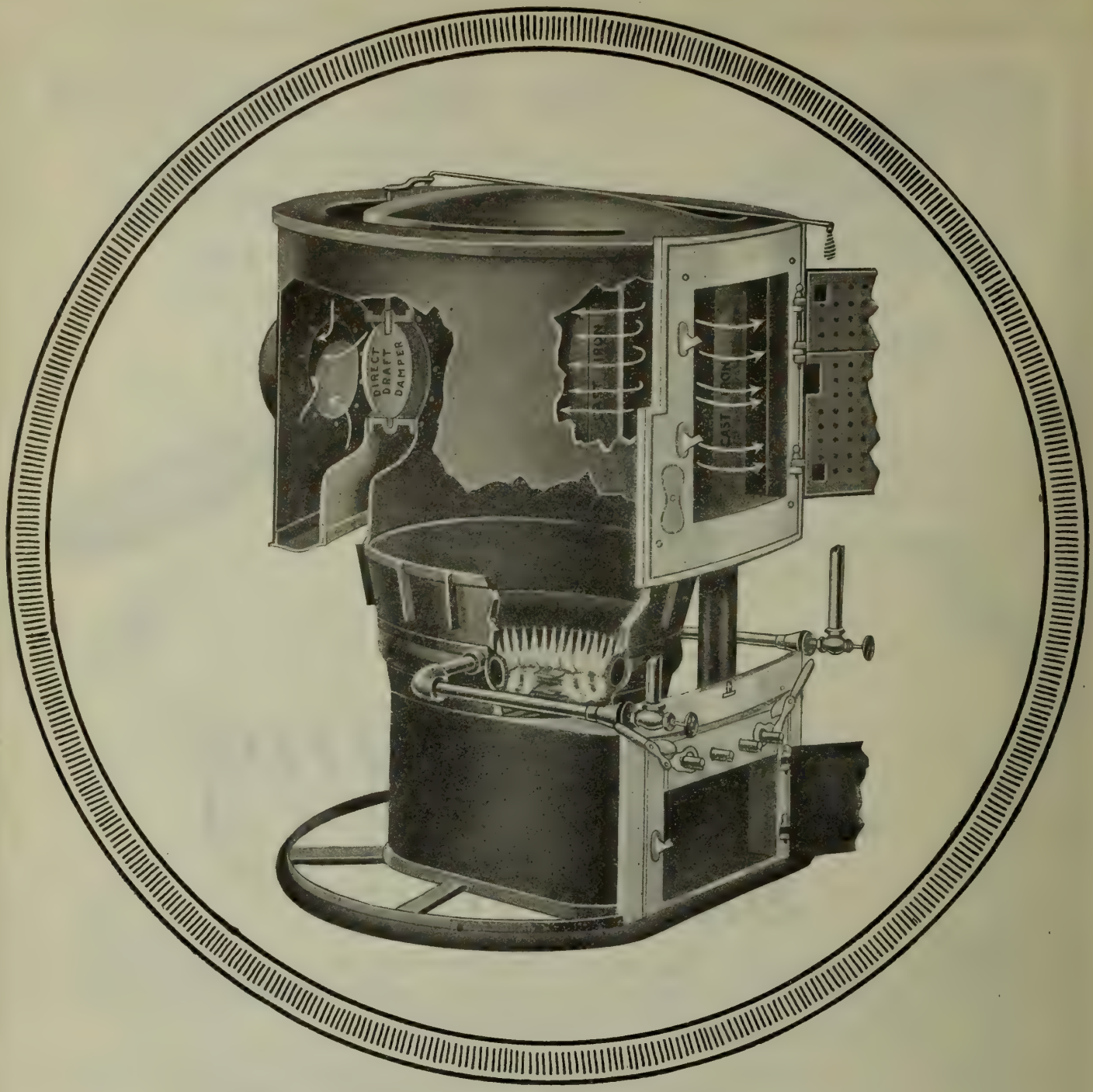


The Empire King Furnace

The Empire King Furnace is a very popular furnace and is giving perfect satisfaction both to the dealer and the consumer. It will burn coal, coke, wood or gas. It is made in 4 sizes: Nos. 200; 300; 400; 500; and sells at a very moderate price. Your furnace department will increase its business if you stock this sure seller. We also make the most complete line of "Register and Faces" on the market.

Write for Catalogue.

Empire Stove & Furnace Company, Limited

HEAD OFFICE AND FOUNDRIES :

OWEN SOUND, ONT.

Branch Office : 521 Henry Ave., Winnigeg, Man.

Agents: Montreal Supply Co., 16 Craig St. W., Montreal, P.Q

If interested, tear out this page and keep with letters to be answered.

TRADE MARK
ARMCO
REG. U.S. PAT. OFF.

AMERICAN INGOT IRON
RESISTS RUST

THE TRADE MARK
ARMCO

Carries the assurance that products bearing that mark are manufactured by

The American Rolling Mill Co.

with the skill, intelligence and fidelity associated with its products, and, hence, can be depended upon to possess in the highest degree the merit claimed for it. It has behind it the guarantee of that company concerning the purity of the products and the accuracy and thoroughness with which each step in its manufacture has been conducted.

The next time you buy a refrigerator, stove, washing machine, or any other product made of sheet metal, remember that the *mark* of the ARMCO TRIANGLE is like the sterling mark on silver—a basis for comparison and a value standard the world over. Many manufacturers mark their goods with this triangle as shown below.

The American Rolling Mill Co.

Licensed Manufacturers under Patents granted to The International Metal Products Company

MIDDLETOWN, OHIO

If interested, tear out this page and keep with letters to be answered.

WHITES LIMITED
WHOLESALE HARDWARE & METALS
COLLINGWOOD - - ONTARIO

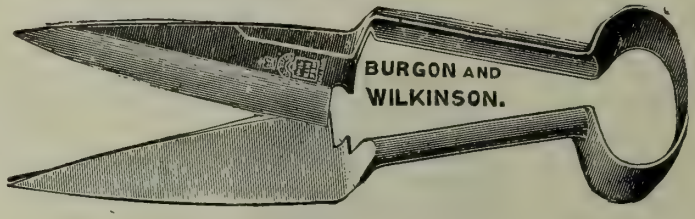
Guarantee of Quality

Well Known and Reliable Lines

The dealer who wishes to have a complete stock of well-known and reliable hardware on hand will do well to order now.

Our selected lines of tools and other hardware are complete both as to quality and choice of styles. Don't take a chance of losing good business; sort up on your stock and order now.

Mail Orders Receive Our Best Attention



WHITES LIMITED
WHOLESALE HARDWARE & METALS
COLLINGWOOD - - ONTARIO

If interested, tear out this page and keep with letters to be answered.

The Mark He Looks For

It is also a mark to which you may point with the greatest assurance.

Steady, consistent advertising year after year has indelibly impressed the B. & S. trademark on the mechanic's mind. He knows a tool so marked is an accurate, dependable tool good for years of hundred-per-cent service. Experience has taught him that.

Sales are easy and profitable if you carry

BROWN & SHARPE
MACHINISTS' TOOLS

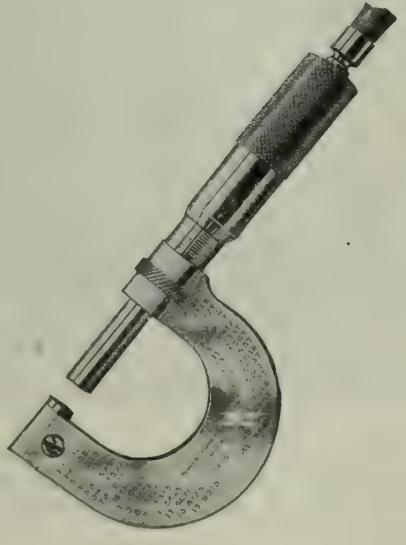
Catalog No. 27 lists the entire line

BROWN & SHARPE MFG. CO.
Providence, R.I., U.S.A.

WE PROTECT THE DEALER

B·S
TRADE MARK

It's his guarantee—
Your protection



If interested, tear out this page and keep with letters to be answered.

"Acme" Waste—Always on Top

We feel sure that, after a trial, you will find "Acme" Waste of a satisfying quality and our price lower than obtained elsewhere.

The accompanying illustration shows our plant with 75,000 square feet of floor space, at 482-492 Wellington St., West of Spadina Ave., the most modern plant to be found anywhere and equipped with up-to-the-second machinery.

The "Acme" line consists of:—Grades "XC," "X," "XX," "XXX" and "Polishing" in white cotton waste; Grades "8," "1B," "1A," "7," and "1" in colored cotton waste. We also make Acme Wool Packing Waste and Acme Sterilized Wipers.

Watch Hardware and Metal Weekly Market Quotations on above line.

Write us to-day for your requirements.

Acme Waste Manufacturing Company, Limited

482-492 WELLINGTON ST. W., TORONTO

If interested, tear out this page and keep with letters to be answered.

YOU WILL FIND THAT

COOKING AND HEATING PRODUCTS

BEARING THIS MARK

ARE MORE EASILY SOLD THAN OTHERS.

IT IS THE OUTWARD SIGN OF INWARD QUALITY, BACKED UP BY

OVER 75 YEARS

EXPERIENCE

THE

GURNEY FOUNDRY COMPANY

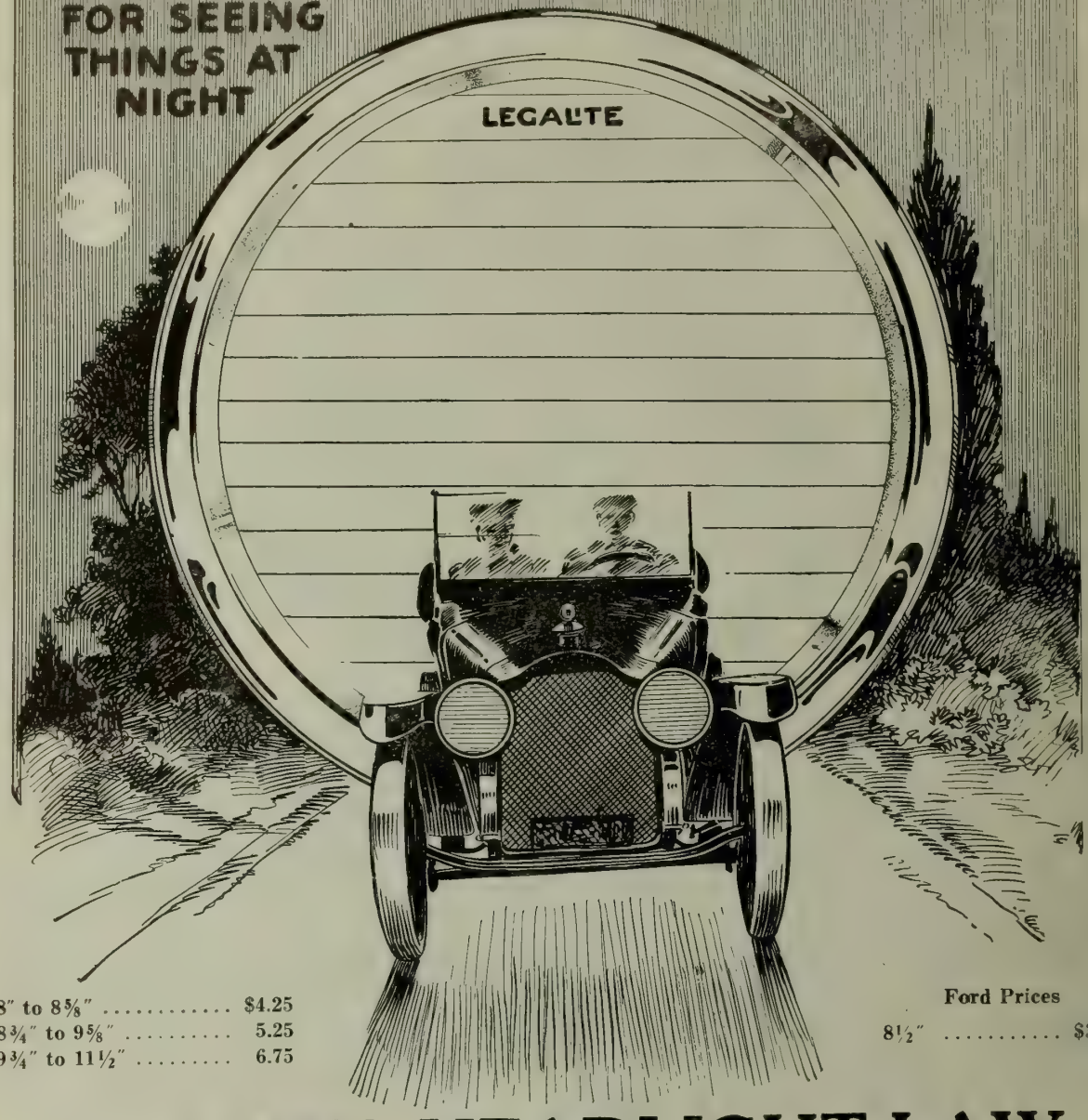
LIMITED, TORONTO, CANADA

BRANCHES: Montreal Winnipeg Calgary Vancouver

If interested, tear out this page and keep with letters to be answered.

LEGALITE

FOR SEEING THINGS AT NIGHT



8" to 8⅝"	$4.25
8¾" to 9⅝"	5.25
9¾" to 11½"	6.75

Ford Prices

8½"	$3.25

GLARING HEADLIGHT LAW

TO BE ENFORCED THIS YEAR

This law, which has been on the statute for several years, is at last to become effective. Within 60 days after the Ontario House prorogues the law will be enforced.

Equip Your Car With Legalites Now

and you will be complying with all laws. You will also enjoy greater motor safety and comfort. For Legalite Lenses give more light and throw all of it where it is needed—on the ground and never more than 42 in. above it—with absolutely no glare.

DEALERS: Every car owner in your vicinity is a prospect for Legalite Lenses. Get your share of this business by putting in your stock now. Write for special wholesale proposition.

Exclusive Canadian Distributors

HYSLOP BROTHERS LIMITED, TORONTO

If interested, tear out this page and keep with letters to be answered.

IF YOU had the time to note the tire equipment on automobiles these days, you would believe, as we do, that

1920 IS A DUNLOP YEAR

¶ The ascendancy that shows on our sales record, naturally tallies with the "road" record.

¶ You may not know where rubber comes from, but after a purchase you'll soon know that it goes into *Dunlop Tires.*

¶ Try *"Traction"* or *"Ribbed."* The verdict on these two exceedingly popular tires is—

1. That the Quality Never Varies.
2. That the Mileage Keeps Adding Up.
3. That the General Serviceability is Matchless.

Stocked by Leading Garages and Tire Dealers

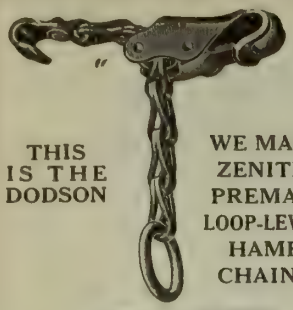
DUNLOP THE UNIVERSE OVER
THE WORLD'S GREATEST RUBBER ORGANIZATION

Dunlop Tire & Rubber Goods Co.,
Limited

Head Office and Factories:
TORONTO

BRANCHES IN THE LEADING CITIES

DUNLOP TIRES



THIS IS THE DODSON

WE MAKE ZENITH PREMAX LOOP-LEVER HAME CHAINS

9 F

EMBOSSED LETTERS AND FIGURES

THE USER WANTS THE BEST IN HARNESS GOODS TODAY

"Premax" and "Premax Special," Weldless, Flat-link Chains have satisfied critical, discriminating customers for 25 years—are doing so to-day. Dealers who KNOW stock them. Others should. They build permanent profits.

QUALITY, SERVICE, SATISFACTION, PROMPTNESS

Our Hame Chains are leaders. Halter, Jockey, Stallion, Bit, Trace and Breast Chains. Spreaders, Dog Leads, Traps, Key Rings, Key Chains, Number Plates, Name Plates, all sizes and finishes. Building Supplies, etc. Embossed Letters and Figures, Brass and Aluminum are Trade Builders. Let's get acquainted. Write to-day for Catalog No. 25 HM7.

NIAGARA FALLS METAL STAMPING WORKS

Makers of Hardware Specialties

237-239 TENTH ST., NIAGARA FALLS, N.Y.

Western Canadian Sales Agent:
D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.

NIAGARA WRNUGHT STEEL HARNESS SNAP

VOL-PEEK

A Fast Seller with Big Profits

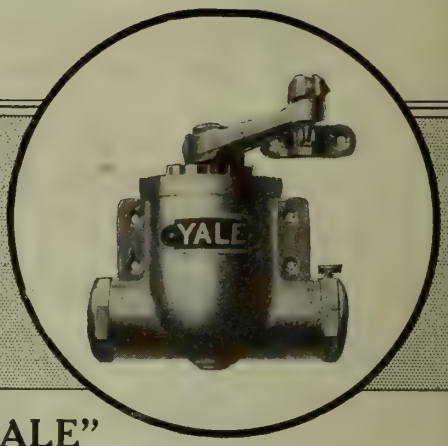
Vol-Peek is the most rapid seller you can place on your counter. It sells on sight. Our bright colored display stand will make many sales for you. Vol-Peek mends kitchen utensils at **½ cent per mend.** Pots, pans, tinware, graniteware, copper, aluminum, etc. Easily applied, sanitary and guaranteed satisfactory.

Sold and advertised all over Canada. Write to-day for a display stand of 24 packages, $3.50. 70% profit for you.

Order through your jobber or direct to

N. NAGLE & Co.

BOX 2024, MONTREAL, CANADA
(Owning and operating Vol-Peek Mfg. Co.)



"YALE"

brings your customers back for more

THE *satisfaction* a customer obtains from the Yale Door Closer, Night Latch, Padlock or Builders' Hardware you sell him brings him back to you for all his hardware needs.

Stock a line that is *known* and advertised throughout the Dominion.

The trade-mark "Yale" on the product is our guarantee of satisfaction.

Made at St. Catharines Ontario

"The trade-mark 'Yale' helps make the sale."

Canadian Yale & Towne Ltd.

TRADE YALE MARK

E. Roy, 6514 St. Andre St., Montreal, Que.
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Many dealers find the summer season one of the BEST for selling Gillette Safety Razors!

It is obvious enough that the trade is waiting for the dealer, who, by his window display and other means at his disposal, suggests the convenience of NO STROPPING—NO HONING to men planning their vacation requirements.

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Gillette
Safety Razor

MADE IN CANADA
TRADE Gillette MARK
KNOWN THE WORLD OVER

If interested, tear out this page and keep with letters to be answered.

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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, June 19, 1920 No. 24

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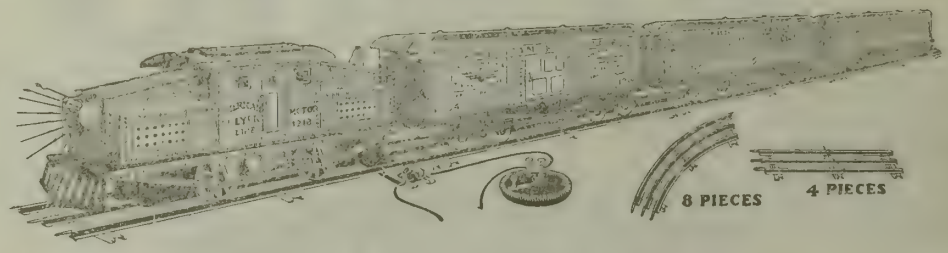

American Flyer Manufacturing Co., 2219-39 S. Halsted St., Chicago, Ill.

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HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, JUNE 19, 1920 No. 25

Manufacturers' Sales to Trade Pay 2% Sales Tax

Further Important Amendments to Each Item Results From Debate in House of Commons—Original Budget Still in Effect Until New Bill Prepared—No Refund of Overpayment of Taxes Under Original Resolution

TAX AMENDMENTS NOW EFFECTIVE

The changes in the taxes as outlined in this issue are now in effect. As we go to press, word is received that the bill incorporating all the amendments to the original resolution is now officially regarded as read. The trade is from June 16 held responsible for the collection of taxes on the new basis. No refund of taxes collected under the original resolution is to be made.

An additional list of exemptions was prepared at the last moment but the only item affecting the hardware trade was the granting of exemption to fibre used in the making of binder twine.

Taking the schedule as outlined in May 29 issue of HARDWARE & METAL and making a note of the changes outlined in June 5 and June 12 issues will give a correct basis for tax charges. Next week a completely revised schedule of tax charges will be published in these columns.

SOME interesting discussion has been taking place in the House of Commons in connection with the amended resolutions put forward by the Minister of Finance in regard to the budget of new taxes. In the last issue of Hardware and Metal were outlined the proposed changes. These changes are not yet in effect, but the hardware trade will be well-advised to keep in touch with the latest developments as outlined in press reports, for these will be the only warning given and the only outline of procedure to be followed. At the present time the resolutions as amended are being debated in the House of Commons, but as soon as they have been formed into a bill to amend the War Revenue Act 1915 and introduced, the new resolutions will become effective and the retail trade will be held responsible as from that time.

The budget resolutions have been adopted in committee of the whole in the Commons and each section has been fully discussed by the members, and the Minister of Finance has stated that the new amendments will be effective either from the time of the introduction of the Bill, as outlined above, or at a specified time to be mentioned later.

No Refund of Overpaid Taxes

The question of a refund of overpayments of taxes made under the original resolution was brought up in the discussion, and the Minister of Finance intimated that there might be no refunds of such taxes.

Recognizes Middleman in Turnover Tax

One additional important amendment to the budget taxation resolutions calls for a variation of the one per cent. tax on sales. The original resolution provided that a tax of one per cent. in addition to the present duties of customs and excise be levied on sales by manufacturers and wholesalers and on importations. The Finance Minister's proposal would add a proviso to the resolution reading: "That in respect of sales by manufacturers to retailers or consumers, or on importation by retailers or consumers, the tax payable shall be two per cent."

This means in cases where manufacturers sell to retailers or directly to consumers, or where retailers or consumers import goods, the tax will be two per cent. instead of one per cent.

In the debate on this point it was indicated that this action gives official recognition to the middleman.

Stamp Tax on Advances From Bank

A further amendment provides that whereas under the original resolution a stamp tax of two cents was payable on every bill of exchange or promissory note for $100 or less, with an additional tax of two cents for every additional $100 or fraction of that amount, this tax will be applicable to "advances made by a bank by way of overdraft."

Auction Sales

The Finance Minister has ruled that the luxury taxes are not applicable to sales made by auction.

Snowshoes Off Taxable List

W. S. Loggie in the debate on the budget called attention to the fact that snowshoes were used by lumbermen in their business and the Finance Minister agreed to exempt them from the Luxury Tax.

Still Higher Exemption for Some Other Sporting Goods

Baseball requisites and lacrosse sticks, on which an exemption of price of $1.50 was mentioned last week, are taxable only on the excess over $2.00 each, according to the resolution as finally adopted by the House of Commons. This includes baseballs, masks, pads, mitts, bats.

Pianos, Organs, etc.

Last week we stated that further suggestions were to be forthcoming in regard to the tax on pianos, organs, phonographs, etc. It is now stated that the following items are taxable at 5 per cent. up to the exemption price and 10 per cent. on the excess of the exemption price mentioned: Pianos $450; organs $1500 (except for religious purposes); 10 per cent. on mechanical piano players, talking machines and records, music boxes and all jewelry over $5 in value. Wedding rings were exempted altogether from the jewelry tax. Gold-mounted fountain pens do not now come under the fifty per cent. tax on gold articles unless they cost more than $5. Musical instruments for bands are exempted.

Playing Cards

The scale of taxes on playing cards stands as outlined in last week's issue.

Glass

A. R. McMaster (Brome) wanted other kinds of glass besides cut glass taxed. The Minister said he had decided to take "etched" glassware and would be glad to add the name of any other fancy glassware.

Skis and Toboggans

Skis and toboggans have been added to the list of taxable goods under the sporting goods classification on the basis of the excess over $3.00.

Nickel and Brass-Plated Ware Exempt

The amendment to exempt articles plated in nickel or brass for household or office use, was carried.

May Collect Luxury Taxes by Stamps

A clause respecting collection of the excise tax come in for much discussion. J. A. Robb (Huntingdon) suggested that as the Minister was collecting the tax on bills of exchange by means of stamps, the merchants throughout the country should be given the same consideration and be allowed to affix stamps to the articles sold. This, it was stated, would reduce both the cost of collection and the amount of trouble to which the merchants would be put.

E. Pedlow supported this suggestion and said it would do away with the necessity of an army of officials going about the country checking sales. It would also be unnecessary under this plan for a merchant to make all his returns in triplicate.

Sir Henry Drayton said he hoped to be able to work out some system whereby stamps could be used. He would ask for power to do this in the Bill to be presented to the House.

Boats, Cameras

The taxes on boats and on cameras weighing over 100 pounds were carried in their original form after much discussion.

Manitoba Proposes to Survey Resources

Winnipeg.—A Bureau of Scientific Research, to analyze Manitoba's natural, industrial and commercial resources and to point the way toward their proper development, is being organized by the Provincial Government.

The bureau that is to take stock of this wealth, as well as the wealth represented in the farms and factories and commercial enterprises in the settled part of the Province, is to comprise an honorary board of Manitoba citizens, representative of agriculture, mining, fisheries, manufacturing and water power.

For organization purposes a fund of $10,000 is available, having been voted by the Provincial Legislature.

One of the first tasks the board is expected to undertake is an investigation of the recent discovery of oil near Dauphin. Another problem that the bureau probably will tackle is that of providing transportation facilities into the Rice Lake, Herb Lake and other goldfields.

The creation of this bureau is a measure of preparation for the great influx of settlers from the United States and Europe, which already has started and which is expected to increase steadily and rapidly.

"CREDIT THE CURSE AND DAMNATION OF RETAIL BUSINESS," SAYS GEO. MAYBEE

MOOSE JAW, June 10.—Straight jabs from the shoulder enlivened the address that George Maybee, Moose Jaw's shoe manufacturer, delivered to the retailers at their Wednesday evening session. Discussing the difficulties merchants face in competing with the catalogue houses, Mr. Maybee told them that the remedy was in their own hands, and that by improving their methods of doing business, and possibly forming a co-operative buying organization, they could put the mail order houses out of the running.

"First of all, though, you must eliminate the credit system from your business forever," said Mr. Maybee. "Credit is the curse and damnation of retail business. He used to believe we could tax or legislate the mail order house out of business. We can never do that because the mail order house is the consumers' friend and you will never get any legislation without the support of the consumer.

"But you can 'get' the mail order house if you want to. First, you merchants have to begin to like each other. Cut out local jealousies and show that you are big enough to go to the man you scrap with, shake hands, and say, 'Let's be friends.'

"Then you have to improve your business methods. A great many merchants who are in business to-day ought to be running circuses. You should establish a buying centre for yourself Meet the mail order man on his own ground. Have your own jobbing house and eliminate the middleman."

Vermilion, Alta.—J. Law, formerly of the firm of Nellis & Law, hardware merchants, has sold out his interests in that firm and has just recently purchased a hardware business at South Vancouver, B.C.

Trade-Marks Should Convey Vivid Impression

Trade-Mark Facilitates Memory of the Article, Aids Recollection, Assists Idenification—Many Recent Changes in Trade Symbol Procedure—Origin in Mediaeval History—Prominent Factor in Business Expansion of Modern Times—From the Buyers' Standpoint—Legal Requirements.

THERE are a great many interesting points concerning trade-marks, as to their origin, their usefulness, what they signify, and the reasons underlying their adoption, because of the fact that the majority of leading manufacturers and wholesalers now have some distinguishing mark upon the goods they manufacture or handle.

The function of trade-marks or trade-names provides the most striking instance of the importance of making a vivid and permanent impression. The mark or name facilitates the memory of the article, aids in its recollection at the moment of need, and assists in its identification at the time of purchase. Therefore, recollection and recognition may be said to constitute the primary functions of trade-marks. The more easily and correctly the mark or name is recalled and the more quickly it is recognized, the higher will be its value. In the main, trade-marks are made up of one or more of the following materials:

1. Pictures (Old Dutch Cleanser, Gold Dust, etc.)
2. Words (Keen-Kutter, Uneeda, Sapolio, etc.)
3. Geometrical Forms (star, triangle, cross, circle, crown, etc.)
4. Syllables or disconnected groups of letters (B.V.D., A.B.C., etc.)

Experiments have shown that pictures, words, forms and syllables differ widely in attention and memory value. It is found that pictures require fewest repetitions and hence have the highest memory value, both for recall and recognition. Next in order of difficulty come forms, then words, and most difficult of all, syllables. The latter are nearly six times as difficult to recognize as pictures. Words are nearly three times as hard to recognize as pictures.

Many Recent Changes in Trade Symbol Procedure

In recent years the growth of competition and the multiplication of brands has brought about many changes in trade symbol procedure as well as in laws governing the use of these devices. The natural tendency on the part of the purchaser to buy goods under trade names has made it necessary that these names be not only ornamental and printable, but also short, and easily pronounced.

The merchandising power of the well-chosen trade-mark is greatly enhanced if the name or symbol can itself suggest the qualities of the commodity. The name that is distinctive and unique has obvious advantages.

The trade-mark should perform a variety of functions. It simplifies the art of purchasing, facilitates identification, recognition and recall; protects the consumer and the manufacturer against substitution; crystallizes good-will and reputation as marketable qualities; acts as a direct sales force through its suggestiveness and holds the manufacturer to the maintenance of stable quality through its promissory character.

In addition to these characteristics, other factors to be considered in the selection of a trade-mark are the possibility of registration, the likelihood of infringement by or on other trade symbols, mechanical details connected with affixing symbol to the commodity or the container and the possibility of a later desire to capitalize the symbol more definitely by building up a family of products under the same name.

ADVERTISING HAS CHANGED VALUE OF TRADE MARKS

The use of advertising to such a degree for the performance of sales work has brought about an entirely different consideration of the trade-mark. In many cases where trade-marks were secured before advertising came into general use, it has been found that the trade-mark is a tax upon the memory and fails to perform its function as an identification of goods For this reason it has been necessary for advertising to be used either to establish a new trade-mark or to individualize the mark which previously did not give proper identification.

Easy to Confuse the Buying Public

One aspect of the problem of infringement is that of determining the tendency of two similar marks to "confuse the buying public" and hence to constitute an infringement case. In recent years the psychologist has been called upon to determine the probability of confusion between the members of such pairs of trade symbols.

History of Trade-Marks

Trade-marks might be said to have originated with the earliest adopted method of advertising, which was through the medium of the sign. Excavations made in various parts of the world bringing to light the conditions of life in the earlier civilizations have shown that it has been customary in all ages to designate by a symbol either the occupations or products made in a certain place or by a certain individual.

Advertising by signs was, of course, carried very much further in the time of the Romans, and these earlier symbols developed on the one side into the outdoor advertising and on the other side into the trade-mark protection for goods. Originally, the trade-mark was pictorial. Most of the people of those times were unable to read and write and therefore the mark required the pictorial representation to accomplish its purpose. The older trade-marks which can be traced show the use of the place, the environment or the name of the craftsman as the leading part of the design.

Modern Origin at Beginning of Industrial Expansion

While the trade-mark is a very old method of identification, in a modern sense its origin dates back to the beginning of the industrial expansion and the growth of international trade. Before that time so few of the products required by the people of various countries were distributed over any great distance that there was comparatively little use for this means of identification and little or no conflict in the similarity of marks.

Effect of Advertising on Trade-Marks

Advertising has exercised a marked influence upon the value of the trade-mark as it has extended the operation over a much wider field. It has also forced upon the manufacturer of products which pass through many hands, the adoption of this means of securing final identification of his product by the conunder these conditions.

From the Buyer's Standpoint

The trade-mark is fundamentally a buyer's protection. It is not considered at law as a protection to the manufacturer, save incidentally. It is obvious that a trade-mark is valuable only to a permanent business organization and that its value depends upon the value of the product. There would be no purpose in identifying the product except for the repeat buyer, the permanent customer. No customer is permanent unless value is given. The result is to give to the trade-marked product a presumption of quality of great value to the manufacturer.

Legal Requirements

The trade-mark law in Canada is based upon the common law right of the consumer to be protected against substitution in buying, and the rights of the manufacturer to the exclusive use of a trade-mark for that purpose.

It is not generally understood by sales and advertising executives that trade-marks are not property—they are merely an identification and cannot be transferred, bought or sold by themselves. Then they can be transferred only as part and parcel of a business.

Consolidation of Drop-Forging Plants

The stockholders of J. H. Williams & Co., manufacturers of drop-forgings and drop-forged tools at Brooklyn and Buffalo, N.Y., and of the Whitman & Barnes Manufacturing Co., makers of twist-drills, reamers, wrenches and drop-forgings, at Akron, Chicago and St. Catharines, Ontario, ratified the agreement providing for the consolidation of the wrench and drop-forging plants and business of Whitman & Barnes at Chicago and St. Catharines with J. H. Williams & Co., as outlined in Hardware and Metal some weeks ago. The Whitman & Barnes Manufacturing Co. retain their twist drill and reamer business and will continue, as an entirely separate organization and on an extended scale, the manufacture of these tools at Akron, Ohio.

The J. H. Williams & Co. business was founded in Flushing, L. I., as a partnership in 1882, by James H. Williams and Matthew Diamond, under the style of Williams & Diamond, later Williams & Brock. It located in Brooklyn in 1884, assumed its present name in 1887, and was incorporated in New York State in 1895.

The Whitman & Barnes Manufacturing Co. was founded as a partnership in 1846, by Augustus Whitman and Alfred G. Page, under the title Page, Whitman & Co. In 1868 the Akron factory was built and, in 1877, the business was combined with that of George Barnes & Co., of Syracuse, N. Y., the enlarged concern assuming its present name—The Whitman & Barnes Mfg. Co. The St. Catharines plant was acquired in 1882, and eleven years later the Chicago works were built.

The business will continue to be operated by those who have been continuously identified heretofore with the business of J. H. Williams & Co., and with the Chicago and St. Catharines plants of the Whitman & Barnes Manufacturing Co., the organization being as follows:

President and managing director, J. Harvey Williams; vice-president, A. D. Armitage; secretary and treasurer, W. A. Watson; controller, R. S. Baldwin; genl. sales manager, F. W. Trabold; Eastern dist. sales mgr., A. S. Maxwell; Western district sales mgr., W. E. Rowell; Buffalo district sales mgr., J. C. Cotter; Detroit district sales agent, A. M. Thompson; publicity manager, Hugh Aikman; general works manager, Capt. W. N. McMunn; chief engineer, Willard Doud; supt. Brooklyn division, R. J. Smith; supt. Buffalo division, T. F. Du Puy; supt. Chicago division, Barney Nelson; genl. purchasing agent, J. C. Scanlon; genl. traffic manager, J. B. Payne; Canadian manager, W. J. Elliott.

Advertising Keeps Most Retailers in Business

"One out of every 100 people in the United States earns his living by retailing" (the proportion in Canada is about the same), said Jesse M. Joseph, of Cincinnati, in addressing the retail section of the convention of the Associated Advertising Clubs. "In other words, there are more people in retail selling alone than in any other line of endeavor, except agriculture. Yet, after twenty years roll around, out of every 100 who have embarked in retail storekeeping, less than 5 still have their names over the door.

"The financial agencies show that 15,000 retailers fail each year, and 85 per cent. of them—12,250—did not advertise!

"Yet, the outstandng reason for the failure of more than 50 per cent. of these was over-buying.

"Over-buying means too much 'stick stock.'

"Now, if profits lie in quick turnovers, and failures are avoided by having money in the bank—and ADVERTISING will not only dispose of surplus stock, but also bring in the money to put in the bank—you can see not only the advisability, but also the absolute necessity of advertising.

"Some of you remember when there were practically no mail order houses.

"Some of you remember the time when all the mail order houses put together (and it was less than 10 years ago), did not do 4 per cent. of the retail business.

"How do they stand to-day?

Of the $15,000,000,000 worth of retail business done annually, the mail order houses do $1,500,000,000—10 per cent.

"And how do they do it?

"They ADVERTISE!

"The mail order houses and the department stores who advertise do more than 25 per cent. of all the retail business done in America and their proportion is growing all the time. Yet, altogether they only represent 30,000 of the retail stores in the country—or about 3 per cent.

"That's why I say "Advertising" is that force which puts 'The busy into business' and the 'sing into merchandising'—and takes the 'SIN' out of both.

"There is something in your store that is bigger than the store—bigger than the building—bigger than the merchandise. You will find it mentioned at the very beginning of the 22nd Proverb—

"'A good name is more to be chosen than great riches.'

"Some of you wear 'REGAL' Shoes.

"The Regal Shoe Company estimates its name as being worth $2,500,000.

"Some of you wear 'HART, SCHAFFNER & MARX' Clothes.

"It is a 'little thing to look for, but a big thing to find' that little fellow sitting on horseback, blowing a horn.

"Do you know what tune he is playing?

"He is playing $15,000,000.

"Some of you wear 'ARROW' Collars.

"Cluett, Peabody & Company estimate their good name as being worth $18,000,000.

"Some of you smoke 'LIGGET & MEYERS' Tobacco.

"Their good name is worth $39,000,000.

"Others may smoke 'AMERICAN' Tobacco products.

"Their good name is worth $54,099,430.

"F. W. Woolworth & Company, ten-cent stores, figure their good-will at $50,000,000.

"What is your good name worth?

"How do you stand in your community?

"The point I wish to make is this—

"Instead of shrieking 'SALES—SALES—SALES'—instead of eternally pounding on your merchandise and lauding your values—devote a little space to calling attention to your store; to your name; to your policies—you will be building infinitely more permanence to your establishment and its standing in the community.

"You would be less apt to fall among those 95 out of every 100 who go out of business inside of 20 years."

Must Register Colors in Trade Marks

Manufacturer Cannot Have Trade-Mark Registered in Black and White and be Protected if Later He Uses Colors—The Importance of Color in Designing Trade-Marks

Written for HARDWARE AND METAL by A. B. KERR

IN a recent issue of "Printers' Ink" (New York), there was an article by C. P. Carter on the "Registration of Color in Trade Marks," in which he said that there was a popular notion in the minds of trade-mark owners, patent attorneys, advertising agents and even among the judiciary that a trade-mark used or registered in black and white is protected against trade-marks of a similar or of the same design in any colors. Conversely, the notion existed that to use or register a trade-mark in certain specified colors is to limit one's rights. Hence, it was customary to register trade-marks that are always used in certain colors without any statement as to color. This lack of indication of color and the inability of the Patent Office to reproduce the trade-mark in its colors resulted in the publication of the trade-mark without reference to the colors in which it is used and was popularly understood to be a means of enlarging the scope of one's trade-mark and of making it an infringement to use the same or a similar mark in any colors whatsoever.

As far as Canada is concerned, I doubt very much whether the popular notion exists in the minds of the judiciary patent attorneys or advertising agents that a trade-mark used or registered in black and white is protected against trade-marks of a similar or of the same design in colors. Whatever the notion may be, which exists in the minds of those who have to do with these matters in the United States, it certainly does not exist in the minds of people who have to do with these matters in Canada.

The converse notion which exists in the minds of those in the United States that to use or register a trade-mark in certain specificed colors is to limit one's rights is not only a notion which exists in the minds of Canadians, but the practice which prevails in Canada when registering trade-marks in Canada. If the department for registration of trade-marks registered a trade-mark without any reference to colors, it would be assumed that the trade-mark would be in black and white. It is the custom to send to the Department an exact copy of the trade-mark to be registered; in this way the rights of the person or persons who resgisters are fully protected. If they send a trade-mark without color, then they cannot be protected if they use a trade-mark with color. The color scheme of any trade-mark lends the distinctiveness to the name or design of which immediately distinguishes the trade-mark among all other marks. If color is used in a trade-mark it is as important, if not more important, than the name or design.

Color Registration Important

Color, or combinations of color are the essential elements of a trademark when color is used. It is just as important to get the proper color and see that it is properly registered as to see that the name is properly spelled and the design the correct proportions.

The object of using color is to attract attention. National advertisers pay huge sums of money to develop and accustom the trade and general public in the use of trade names. They advertise to get merchants and the people generally accustomed to the habit of asking for the product by the trade name or accepting it when offered by the merchant or clerk. They spend money freely to impress this habit upon merchants and the consumer in all walks of life so that asking for and accepting this particular product becomes second nature, and the buyer becomes influenced sometimes conscious of the fact, but many times unconscious of the fact that he has been influenced. In many cases if you were to ask the merchant or clerk why he purchased and recommended a certain product, never having sold it before, he might say it was a good product; he might not be able to give a reason why it was a good product beyond the fact that he had seen it advertised in his business paper which he read closely for his business information.

This is the effect advertisers strive for, and those advertisers who use colored trademarks spend huge sums of money developing a mark with colors pleasing to the eye, easy to remember, and of distinctive design.

The Firemen's Trade Mark

In a great many Canadian cities our firemen wear red helmets. This immediately associates the firemen with the fire department. People who see the red helmet know without making enquiries that the man who wears it belongs to the fire department. That is the reason firemen wear red helmets. It distinguishes them from all others. For the same reason policemen wear blue helmets, and when you see a blue uniform topped by a blue helmet you do not have to be told the man who wears it is a policeman. These are distinguishing marks which distinguish the wearer from all the rest of mankind and are as essential to their departments as the men who wear them.

The average person has an eye for coloring in a suitable design. Some freak advertisers employ colors which are displeasing to the eye and jarring on the nerves. These are usually designed to command attention, but react as a rule on the advertiser. The person who sees them feels sorry for the artistic temperament of the designer who designed them. Such signs antagonize people and make them ill-natured and hard to deal with. Shrewd, calculating, advertisers do not use them. They employ something which pleases the eye and soothes the nerves; something that reaches the artistic sense of every one and puts them in a receptive mood. When they think of the design they think of it with pleasant feelings and not with any sense of jarring on their nerves.

Colors Produce Temperaments

Big executives have made a study of colors, not only for trademarks but for use where a large number of employees are engaged. In some of the largest telephone exchanges in Canada and the U.S. the color scheme has been worked out in great detail. A color pleasing to the eye is scientifically blended and put on the walls in a scientific manner by experts. Actual tests in different rooms with unsuitable colors has justified the wisdom of the trouble and expense involved in producing proper colors. In the telephone exchanges tests proved that the employees could work longer hours, were more courteous, and the percentage of attendance was higher in rooms properly colored than in rooms where no attention was paid to the coloring arrangements.

WILL ORGANIZE A RETAILERS' TRUST CO.

Moose Jaw, June 10.—It was decided at the convention of the Sask. R. M. A. that steps will be immediately taken to organize the Retailers' Trust Company, a charter for which was taken out some years ago. The new corporation will have an authorized capital stock of $50,000, of which $10,000 must be subscribed and $5,000 fully paid up before business can commence.

The company will be placed in charge of a competent and experienced trust company officer, and will be operated for the benefit of the retail merchants of the province, conducting a regular trust company business.

It was felt that merchants who get into financial difficulties would be much better protected in making an assignment to what would be essentially their own trust companies, although one or two merchants present warned against embarking upon an enterprise so fraught with difficulties.

The capital stock of the company will be offered to members of the association for subscription.

EDITORIAL COMMENT

BUSINESS CONDITIONS ARE SOUND

BUSINESS conditions in United States and Canada are fundamentally sound. Circumstances are not the most favorable, and there are many troubles that will not be removed for weeks and months to come. But, allowing for all that, there is nothing of the blue-ruin type in sight.

A representative of this paper attended a meeting of the Editorial Conference of Associated Business Papers in Chicago last week, where business conditions in all the fields represented were discussed by experienced business editors who were in close touch with the trade in their varied fields.

Many of the speakers made the point that the railway situation in United States, following the switchmen's strike, was the root of the trouble. The strike had been a vicious attempt to paralyze the nation's business in the shortest possible way, and for a time success was with the strikers. Canadian industries have a lot of raw material coming from United States. They can look for improvement before long, but the improvement will not be sudden, and it is likely that many months will pass before traffic is passing with the necessary speed between points in the two countries.

One point was brought out that shows a wheel within a wheel, in that the inability of the railroads under present circumstances to transport material to the shops making cars and engines would delay rapid recovery in the railroad problem. In other words, the poor physical shape of many of the roads is making it hard for them to help themselves.

The iron and steel industry has a large volume of perfectly good business on its books. Production is now around 75 per cent. of capacity, but when it is considered that capacity increased some 40 per cent. during the war, it will be seen that 75 per cent. production now is really greater than 100 per cent. capacity in the pre-war days.

The lumber trade reported declining markets, but there were factors that had been in operation to keep the markets from being filled up when these declines were on. Strikes and poor weather had kept the cut down. One expert on the situation claimed that the policy of the larger dealers in a declining market is to force the situation as much as possible and reach bottom at once, depending on past experience of reactions after sharp declines to bring them safely out of any troubles.

The feeling was also expressed that stability could be lent to the present situation in a marked way by a feeling that prices had gone their worst. Of course, there are exceptional cases where this cannot apply. In the main, though, it is worth serious consideration. Several cases were cited where large projects were hung up for the present, because those behind them were not inclined to go into the market for building or equipment, because they knew that costs would be so high that they would be unable to compete with the product of plants that had been built in pre-war times.

Business and banking circles reported that credits were being tightened rather than extended, but they claimed that the general effect was regarded as good. Makers of touring cars were being notified to cut down on their output, while builders of trucks and tractors were being assisted to go ahead. The reason was that the building of the latter would result in a greatly increased area of land being worked on the farms, and thus the new wealth of the country would be added to from year to year.

In all reports that were delivered, there was nothing to shake confidence, or to cause one to feel that the future had in store anything that sane common-sense could not surmount.

ADVERTISING BY THE MERCHANT A NECESSITY AND ASSET

SOME alarming statistics were presented to the recent convention of the Associated Advertising Clubs of the World, in regard to the retail business of the United States. It is very probable that similar conditions prevail in this country in proportion to population and the matter is therefore deserving of some serious consideration. The statement was made that out of every hundred retailers who start in business ninety-five of them are forced out of busi-

ness within twenty years. It was found that fifty per cent. of those who failed lost out through over-buying. This condition combined with the unintelligent use of advertising was responsible for the greater portion of the failure. These two reasons are somewhat co-related insofar as successful advertising will to a large extent overcome the faults of overbuying, providing this medium of moving the goods from the shelves is used intelligently. The situation therefore serves to emphasize the importance of the dealer having a thorough knowledge of advertising principles, so that his outlay for publicity will bring returns in good proportion and be looked upon as an important sales factor rather than a necessary evil which has to be figured in the overhead costs.

Edward N. Hurley, president of the Hurley Machinery Company, and one of the successful manufacturers in the United States, looks upon advertising as a necessity and an asset, and as the first step in developing business. He states that the time has come when the merchant must carefully figure advertising cost, carry it in his budget as an expense just as essential as rent or labor, properly charging it against each product and article. He points out that advertising has been hurt by emotional appropriations and by spasmodic flares by those who advertise only when they have spare money and never put out a line when times are dull and they need business. He states that the amount and nature of advertising is to be planned with the production scale in order that merchandising may be stabilized.

REVISED SCHEDULE OF TAXES ON HARDWARE TO BE GIVEN SOON

THE luxury and turnover taxes to be applied to all branches of trade in Canada, as originally outlined in the budget speech of the Minister of Finance on May 18, are still in an indefinite state owing to amendments which have been proposed as result of further discussion of the matter. A number of the proposed changes were outlined in the last issue of Hardware and Metal and still further changes due to discussion of the amendments while passing through the final stage of the House of Commons are outlined in this issue. The original basis of taxation as outlined in the schedule appearing in May 29 issue of Hardware and Metal is still in effect and will be until notice is given through the press that the changes have become effective. This will likely come on the completion of the Bill to amend the War Revenue Act which is being prepared embracing the changes authorized. It is hoped that before next week's issue goes to press the suggested changes will be authorized and Hardware and Metal will be in a position to give a revised schedule of how the taxes apply to the hardware trade.

ACTIVITY IN PROMOTING WESTERN BUSINESS INTERESTS

BUSINESS interests in Western Canada are moving rapidly these days in bringing about means to develop the prairie country through the medium of co-operation and intelligent study of problems. The Saskatchewan branch of the Retail Merchants' Association of Canada has just completed its annual convention in Moose Jaw, and this year has seen the inauguration of sectional meetings in the convention in order that the interests of the various trades might be better served in dealing with their own particular problems before joining in open convention. The plan has worked admirably and much good was accomplished at the gathering.

Another organization which is making headway in the interests of the West is the Western Canada Colonization Association, of which J. H. Ashdown, head of the J. H. Ashdown Hardware Company, Winnipeg, is a prominent member. The Association has for its specific purpose the peopling of some twenty million acres of vacant land in the Prairie Provinces, with the ultimate object of greatly enlarging production and expanding Canada's export trade. This is a worthy object and one which will result to the benefit of Canada as a whole.

EDITORIAL NOTES

THE UNITED States Government in the past has depended largely upon circulars when advertising property for sale or when asking for tenders, but tried the experiment recently of using the business papers to advertise the surplus property of the War Department. They got such eminently satisfactory results from this campaign that two other departments of the Government are now considering an extensive campaign of advertising in the business papers.

* * *

SASKATCHEWAN, with a population of about 750,000, has almost 59,000 automobiles in use, or an average of one to every twelve persons. This, in a community where the majority of its population is dependent on the products of the land, means agricultural prosperity, says the "Farm and Ranch Review," Calgary, and there will be general concurment in that opinion.

THE CLERKS DEPARTMENT

Started Remarkable Career as Hardware Clerk

Late E. C. Simmons, Starting in the Hardware Trade as a Boy, Developed a City Into the Greatest Hardware Centre on Earth

From "Men Who Are Making America" by B. C. FORBES

Editor's Note:—Announcement was made in a recent issue of Hardware and Metal of the sudden death of E. C. Simmons, founder of the Simmons Hardware Company of St. Louis. Mr. Simmons' career in the hardware trade was a brilliant one and represents a series of outstanding accomplishments. Every Canadian hardware salesman will therefore be interested in the following outline of how Mr. Simmons achieved such results.

"DON'T you want a boy?"

"What can you do, my lad?"

"I can do as much as any other boy of my age—where shall I hang my hat?"

"Well, my boy, if you work as quickly as you talk, we can use you."

The boy was Edward C. Simmons; the place, a hardware store in St. Louis; the time, the last day of 1855.

The boy DID work—worked so effectively that he made St. Louis the greatest hardware centre on earth, doing more business than New York, Chicago, Philadelphia, and Boston combined; worked so successfully that his house now sells three axes, two pocket knives, and several saws EVERY MINUTE of the year, supplying not only the United States with hardware and cutlery formerly almost wholly imported from Europe, but in peace times disposing annually of thousands of dollars' worth in cutlery—manufactured in Britain as well as in France, Germany, Russia, the Orient, Australia, South Africa, South America, and other civilized and semi-civilized parts of the globe; worked so intelligently that before many years passed he was employing more travelling salesmen than any other man in America; worked so efficiently that, to handle his output, there was erected, at his chief establishment, the greatest railroad traffic station of the kind ever conceived, capable of loading sixty cars at once.

The Bethlehem Steel Company is not more exclusively the product of Charles M. Schwab's energy and genius, and the Standard Oil Company is much less the fruit of John D. Rockefeller's individual efforts than the Simmons Hardware Company is the creation of one man, E. C. Simmons.

Infused Personality Into Business

How did he do it?

He put himself—his personality—into the nursing and developing of the business. He infused humanness into all his activities and into all his salesmen. Among his co-workers he inspired love; among his customers, something beyond respect—affection, even.

Then, too, he had vision half a century ago, when vision was rare among American business men. He was clear-eyed enough to see the buyer's side of a transaction as well as the seller's, and to grasp the now commonplace idea that a satisfied customer is the best asset. He was the first to teach the salesmen not to let his interest in a customer stop with the question, "How many goods can I sell him?" but to do everything possible to contribute to that merchant's success and prosperity. Often Simmons men render invaluable services to retailers, especially those just starting in business. He originated the epigram: "A jobber's first duty is to help his customers to prosper," which has become a recognized principle of trade. He could foresee trends and tendencies of the future, and he was optimistic enough, alert enough, progressive enough to become a pioneer in blazing the new trails called for by the never-ceasing evolution of mankind and of business.

When I asked Mr. Simmons who could give me an insight into his early business methods—the laying of the foundation is always the part that most interests me, since it is usually the most illuminating—he referred me to, whom do you think?

A man who served in his employ many years, *and then became one of the most aggressive and successful competitors?*

Any man who, near the close of life's day, can intrust the describing of his character, his methods, and his reputation to an old competitor, must surely have a clear conscience and a clean record.

Mr. Simmons has.

But don't jump at the idea that in the early days business morals and business practices were on as high a plane as they are today, or that Mr. Simmons was too sanctimonious, too punctilious, too highminded to enter the rough-and-tumble of the business fray, and play the game according to the rules then in force.

Thoughts of Life and Business

By B. C. Forbes

THE fellow who isn't fired with enthusiasm is apt to be fired.

Excess is an arch enemy of success.

If top-notch effort yields you no happiness, there's something wrong either with you or your efforts. Sit down and do some analyzing.

After all, you've got to give full, fair value. Or you won't last.

Carelessness and failure are twins.

The most valuable "system" is a good nervous system.

Saving is Having.

If you have half an hour to spare, don't spend it with someone who hasn't.

Don't simply see how you can "put in the day." See how much you can put into the day.

Never contrive to make it easy for your concern to get along without you.

Make sure the prize you chase is worth the price.

If you cultivate your talents you'll always find an opportunity to use them.

When in a fix, sweating will get you farther than swearing.

Let mules do the kicking.

Honking your horn doesn't help so much as steering wisely.

Don't expect poor work now to lead to brilliant work hereafter.

You have no idea how big the other fellow's troubles are.

It's all right to aspire to control others, but have you begun with Number One?

Notice that two-thirds of "Promotion" consists of "Motion."

The wages of idleness is demotion.

There is no higher rank than that of worker. No title can ever make a loafer a nobleman.

There must be output before there can be income.

Defeat is often a spur to victory.

The best reward is sense of worthy achievement.

Good times for all can only be the product of good work by all.

—From Forbes' Magazine.

WHAT IS YOUR STORE SLOGAN?

"IT PAYS TO DEAL AT ——" is one of the many popular slogans adopted by hardware stores. A good store slogan which conveys an appealing and permanent impression to the customer's mind is as valuable as a trade-mark providing the slogan does not exaggerate the service which is really given. Everyone knows the value of a good trade-mark. It is used to designate the standard quality of a line of goods and to facilitate identification. The store slogan will accomplish the same purpose, and there is an increasing tendency among hardware dealers to adopt them. For a free discussion of the merits of slogans and the outlining of suggestions to be used for this purpose Hardware and Metal wishes to publish as much information as possible from the trade on this subject.

Tell us what your store slogan is, why you adopted it, and what it has done for you. If you are thinking of adopting a slogan, send in your suggestion and see what others in the trade have to say about it. No names published if so desired. Address the Editor, Hardware and Metal, 143-153 University Ave., Toronto.

He was no mollycoddle. "Catch-as-catch-can," was the only motto or mode business then knew. Truthfulness, money-back-if-you're-not-satisfied, fair prices—such refinements of trade are modern. Mr. Simmons did his share in ushering them in a generation ago. His career covers both the old and the new era.

Had a Mania for Pocket Knives

He was born in Frederick, Maryland, on September 21, 1839, of Philadelphia ancestors, and trekked to St. Louis when a young lad. He had a mania for pocket knives, and no friend or acquaintance had one that he had not examined minutely. So, when he was turned into the world, at sixteen, to look for a job, it was natural that he should apply at a store where they sold knives—that of Child, Pratt & Co.,—where the colloquy which opens this article occurred. It was the largest wholesale hardware store in St. Louis, and his first weeks were devoted to taking all the goods from the shelves, dusting them, and putting them back again. His pay was $3 a week, or, to be exact, he served under a three year agreement, calling for a salary of $150 the first year, $200 the second, and $300 the third. He did the dusting so thoroughly that the boss complimented him, and promoted him to be an errand boy. Every opportunity found him familiarizing himself with the stock. His love for pocket knives in particular, and cutlery in general, had thus early begun to pave the way for the Simmons Hardware Company, owners and operators of the largest pocket knife factory in the world.

By the time his apprenticeship ended he was able to command a better position with another firm, Wilson, Levering & Waters, his theory being that with this smaller house he could make his work and personality tell sooner and more effectively. He had not been there many weeks when this conversation occurred:

Wanted to Carry the Key

"Mr. Levering, will you please let me carry the store key?" This key, by the way, was one of the old-fashioned sort, nearly a foot long.

"What do you want to carry the key for?" demanded the boss gruffly.

"Because the porter doesn't come down early enough. I want to do more work."

"What time does the porter get down?"

"Half-past seven."

"What time do you want to get down?"

"Half-past six."

"Well, if you feel that way about it, you may carry the key—but you will soon get tired of it."

He didn't. Young Simmons had already sensed opportunity. There were no salesmen in those days to go to buyers; buyers had to go to the sellers. Nor were there railroads. The boats on which merchants came to town landed at night, and the four principal hotels in St. Louis were all within three blocks of the store. The wide-awake young clerk, a very early riser himself, had noticed that country merchants, unable to sleep because of the city noises, often got up between five and six o'clock and walked around sight-seeing. Simmons figured that if he had the store open, some of them might drop in—and the early bird would catch the worm.

The very first morning a Missourian stopped to look at a pile of grindstones at the front door. Simmons went out and greeted him with an affable "Good Morning!" The Missourian was not averse to talking, and the enterprising young clerk diplomatically told him how this was the first morning of an experiment he had conceived and how anxious he was to make it a success.

Before the porter or anyone else came to start work, Wilson, Levering & Waters had sold a sizable bill of goods to the Missourian—and they continued to sell him regularly for many years.

The sign over the door soon was changed to read "Waters, Simmons & Company.". From this grew the Simmons Hardware Company.

How the Simmons Hardware business, starting humbly, has been built up to its present proportions, with buildings totalling enough to swallow up the great Singer Building of New York, is the main theme of the story.

WHO KEEPS THE MACHINERY OF BUSINESS MOVING?

The salesman who is a really true success and who meets his responsibilities—and we are all salesmen, whether we are advertising men or production men or merchants — is the one who has the idea of service to the customer strongly imbued within him. He is the man who keeps the fires burning back in the factory through the orders he sends in, and he makes it possible for the men producing the product and those dependent on them to make their living. It is a real responsibility and only a real man can live up to it. The successful and respected salesman is first of all a man in every sense of the word—a man giving service to his firm, to his customers and to the community. True salesmanship is a keen desire to serve, and not a deep anxiety to put something over—vision to see the future of our business and to make our business better.

Knew How to Handle Hardware and Human Hearts

Mr. Simmons early learned to handle both hardware and human hearts. He knew how to grapple both co-workers and customers to his heart "with hooks of steel." It was he who first introduced travelling salesmen in the business and for years he employed more than any other enterprise in the country—he now has over 500. How he has taught those salesmen; how he has fathered them, enthused them, developed them, and rewarded them, reflects his character and his genius.

He was and is an Optimist—with a capital O. He continually writes and sends out letters of encouragement and every week sends out a long, personal chat to the whole force—the Simmons weekly letter was in reality the first "house magazine" in our annals. It breathes optimism; it sparkles with wit and wisdom; it provides "small talk" for salesmen to use when meeting buyers; it supplies selling arguments; it gives the men helpful advice on life and morals without ever savoring of goody-goodyism; it is never a cold-business document, but a delightful letter from home, a welcome, cheering message from a large-hearted father who is speaking to aid his sons in making their way in the world.

"How we used to look forward to that weekly letter," one of the veteran ex-salesmen told me. "It did more than Mr. Simmons can ever know to keep some of us straight when we were away from home for six months or a year at a stretch. A lot of us stopped drinking because of his advice to us. He also taught us that trickiness wouldn't last, and that honesty would win out every time.

"He stimulated us wonderfully. After the 1873 panic, trade went to pieces. We salesmen were disheartened; we felt like giving up trying to do business. I well remember how Mr. Simmons, in his letters, related to us the old story of the two frogs that fell into a basin of milk and couldn't climb out, and how one gave up trying and was drowned, but the other kept on kicking and trying everything until its efforts churned the milk into butter and enabled it to jump up without any more difficulty. That put heart into every one of us.

"Every Christmas he had us all at dinner at his home—there were nearer 50 than 500 of us then—and this also helped to bind us close to him. He never did the "boss" act; he was just one of us, our elder brother, anxious to help us to get on."

His salesmen keep Mr. Simmons informed of what is going on among customers. A death has always brought from him a letter that was not a formality, but a genuine message straight from the heart, Mr. Simmons being one of the best of letter-writers. He has always found time for acts of thoughtfulness, largely because he has been, as he

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Board of Commerce Hampers Retailers

Mayor Hamilton, of Moose Jaw, Sask., Himself a Retail Merchant, in Welcoming Delegates to the Seventh Annual Convention of the Saskatchewan R.M.A., Declared That the Board of Commerce Made It Difficult for Retailers to Carry on Successfully

(By Staff Correspondent)

MOOSE JAW, June 10.—Attacks on the Board of Commerce and criticisms of Sir Henry Drayton's new taxes on sales and on luxuries. were heard at the first day's session of the convention of the Retail Merchants' Association of Saskatchewan, although they were rather mild in character and only forerunners of what was to follow.

The attendance was not very satisfactory. Many merchants who had intended to come were detained at home by the lateness of the seeding in their neighborhood.

This was the seventh annual convention of the Association, but the first at which retail merchants in various lines met in sectional groups—grocers, hardware men, farm implement dealers, etc. The opening session was attended by all. however.

Mayor Raps Board of Commerce

Mayor Hamilton is himself a retail merchant in Moose Jaw, and in welcoming the delegates, he took the opportunity of stating that he too had grievances against the Board of Commerce. It was hampering retail trade, he said. 'If the retail merchant is to succeed if he is to make any money at all out of his business, it will be necessary for him to make some concerted efforts to rid himself of some of the things that are being put in his way. It may not be the intention of the Board of Commerce to stand in the way of business, but they have left us many grievances."

President S. D. McMicken, of Moose Jaw, also took a whack at the board. He outlined the efforts of the Retail Merchants of Canada to have a representative of their association appointed to the board. "Instead," said Mr. McMicken, "the Government appointed two lawyers and a labor man. Not one of them was ever had any experience in retail merchandising. How can such men get a proper conception of the needs of business?"

Association Progressive

Substantial progress has been made by the Saskatchewan association during the past year, said Mr. McMicken. New departments had been opened, broadening the service to merchants to a very comprehensive extent. New districts had also been organized within the Province.

Mr. McMicken stated that a meeting had been held between the retail merchants and the executive of the United Grain Growers. Little had been accomplished in a commercial way, but from a social and communistic standpoint a great deal had been done to level the animosity that had hitherto existed between the merchants and the grain growers.

J. A. BANFIELD
The president of the Retail Merchants' Association of Canada, snapped at the recent convention in Moose Jaw.

Mr. McMicken also outlined the interviews betwen the executive of the Saskatchewan R. M. A. and the Provincial Cabinet in regard to such legislation as the Egg Marketing Act, the Farm Implement Act and the Automobile Repairs Act, all of which would be discussed during the convention.

Value of Organization

D. S. Saunders, district secretary at Assiniboia, which was organized during the past year, spoke on the value of organization.

"The retail merchants of the West are pioneers in more ways than one. You came out here on the Prairies with your last cent invested in your stock, and you took a long chance of ever making good. You are entitled to a great deal of consideration, but unfortunately you seldom get that consideration. You are the most important men in your communities. You pay the highest share of your local taxes, and you have a right to have your interests protected," said Mr. Saunders, stating that loyal support of the Retail Merchants' Association, support that went further than the mere payment of membership fees, would give the necessary unity and co-operation to achieve their ends.

A. E. Tutte, who is district secretary at Kerrobert, said that co-operative work in his district was working out satisfactorily. Merchants who had previously refused to discuss business with each other were beginning to realize the advantage of co-operation.

Advertising Assistance

The report of F. E. Raymond, the provincial secretary, proved very interesting as it was an outline of the association's activities during a very trying period. Some of the chief points in his report were:

"Another new feature of our work is the installation of an advertising department in the Provincial Office, under the charge of W. R. Kell, one of our old stand-bys, who is an expert in his line of work. We are prepared to furnish any merchant with any form of advertising he may require, or to lay out a plan of campaign for any merchant who may not know just what line of procedure it is best to follow."

"What has been perhaps the most momentous period in the history of the retail trade in not only this Province of Saskatchewan but of the Dominion as a whole, has passed since we last met in convention, due to the extraordinary measures adopted by the various departments of the Government, both Provincial and Dominion, having a direct and important bearing in their effect upon the retail trade in that they throw a burden of responsibility upon retail merchants which is considered by many to be unfair because of the labor and expense involved in carrying out the provisions laid down.

"As an illustration of this I might mention the order issued by the Board of Commerce regulating the profit allowed on various lines of merchandise, and the returns required to be furnished monthly by different businesses—also the Luxury Tax recently imposed by the Federal Government in connection with which retail merchants are to a large extent required to act as collectors.

Membership Shows Big Increase

"As an indication of the fact that the work of the Association is appreciated we need only mention that our membership for the year shows an increase of 205. Our actual paid-up membership as at December 31, 1918, was 1,739, and at December 31, 1919, it was 1,944.

"I am sufficiently optimistic over the

Delegates to the seventh annual convention of the Saskatchewan Retail Merchants' Association in Moose Jaw last week. Seated in front is the executive for the coming year, consisting of George Matheson of Craik, 2nd vice-president; Garfield Wray of Regina, hon. secretary; J. A. Banfield, of Winnipeg, Dominion president of the R. M. A.; S. D. McMicken, Moose Jaw, president; W. P. Ball, Assiniboia, first vice-president; S. E. Fawcett, Saskatoon, treasurer.

success of our district branch work to believe that eventually we shall have as near to 100 per cent. of the merchants as members of the Association as it is possible by any means to secure, which therefore means that this form of organization is extended over the Province our membership will be very materially increased, due to the benefits that cannot help but accrue to the members individually and collectively.

"In my opinion it was never more necessary for retail merchants to become thoroughly organized in all respects than it is to-day, and on behalf of the Association I can truly state that we are endeavoring by every means within our power to develop our organization along such lines as will enable us, not only to give more efficient service but to accomplish greater results in anything that we undertake to do. We only need, and I feel that we are justly entitled to the support of every retail merchant in the Province of Saskatchewan, and I would claim this for what is being done in Saskatchewan alone irrespective of the protection that is being afforded to merchants in this Province by the continued watchfulness of the Dominion Board at Ottawa."

Notes of the Convention

W. G. Marshall, who welcomed the delegates on behalf of the Moose Jaw Board of Trade, was guilty of a pun when he stated that the troubles facing the retail merchants of Canada to-day provided a "budget of thought" for the convention.

Mayor Hamilton, of Moose Jaw, is a retail merchant himself. He is a coal dealer and lumber merchant.

The meetings of the association were held in a church. "The better the place, the better the deed," someone remarked.

In his annual statement, Provincial Secretary Raymond reported that as a result of representations made by the association to the Saskatchewan Government, it is now necessary for individuals whose chief business is handling produce on a commission basis to take out a bond for $2,000 with the Provincial Government.

"At the City of Ottawa you have a bunch of merchants that are the backbone of this association." This was President Banfield's tribute to the Ottawa R. M. A. "You don't know what the R. M. A. is doing for you at Ottawa," added the Dominion President.

More Sask. R. M. A. Members Should Support Fire Ins. Co.

Moose Jaw, June 10.—Members of the Mutual Fire Insurance Association, which is operated in connection with the Saskatchewan R. M. A., have their risks carried at a rebate of 25 per cent. from the "board" rates. That many of them have been quick to take advantage of this rebate was indicated at the annual meeting of the fire insurance association which was held on the Wednesday afternoon of the convention. The gross amount of insurance carried has increased from $882,200 a year ago, to $1,241,869 at December 31, 1919.

J. L. S. Hutchinson, of Saskatoon, president of the company, presented the annual statement, which showed total assets of $73,342, gross receipts for the year of $43,609, and insurance written during 1919, $1,446,675.

However, not enough of the members of the association are supporting the fire insurance company, said the president, and he stated that amount of insurance in force could be nearer $3,000,000 than one and a half millions as at present. Only by getting a wider class of risks, could a sufficient surplus be built up to enable the company to increase the amount of insurance allowed under each policy.

The meeting spent two hours arguing about the abolition of the $5 admission fee which is charged to new comers into the company, and a notice of motion was finally introduced to amend the by-law so as to abolish it.

W. Morgan of Delisle and W. P. Ball of Assiniboia, the retiring directors, were re-elected, this time for three-year terms.

S. D. McMICKEN

The re-elected president of the Saskatchewan branch of the R. M. A., snapped while attending the convention in Moose Jaw.

Invasion of Western Canada by U.S. Immigrants

Winnipeg.—An invasion of Western Canada by U.S. immigrants has commenced, and the number of them who will come to Western Canada this year to look for land is estimated at approximately 40,000 by Canadian missionaries who spent the winter touring the States and boosting Canada. Land agents have arranged for special trains and are putting out tons of literature to help the immigrants.

Western Notes

Daysland, Alta.—J. S. Orr, of Whyte & Orr, Ltd., has purchased the general hardware, plumbing and electrical supply business of Jas. E. Henderson, Wetaskinwin, Alta. H. S. Balsillie, formerly traveller for Jas. H. Ashdown Co., Winnipeg, is manager.

* * *

Camrose, Alta.—C. E. Morris, of the firm of Morris & Taylor, Camrose, Alta., is visiting his relatives in Charlottetown, P. E. I.

Merchants Carrying Too Much Stock

"Not Less Than Two Billions of Surplus Stocks Are Carried by Merchants of Canada and United States," Says Canadian Banker in Addressing Saskatchewan R.M.A. Convention

(Staff Correspondence)

MOOSE JAW, June 10.—The most helpful address delivered at the convention of the Saskatchewan R. M. A., was the clear exposition by Arthur W. Maybee, local manager of the Canadian Bank of Commerce, of the relations of the banks to the country merchant. And incidentally, Mr. Maybee took the opportunity to warn off the coming downward readjustment of prices that merchants must prepare for.

"The merchants of the West are carrying too much stock," said Mr. Maybee. "A well-informed authority tells me that not less than two billions of surplus stocks are carried by the merchant of the United States and Canada, and that one-half of this has been purchased since prices reached their present high levels. On their own statements, from 25 per cent. to 50 per cent. of the total assets of the merchants in the three provinces of Alberta, Saskatchewan and Manitoba consists of stagnant merchandise and uncollectible accounts.

Have Wisely Cut Stocks

"Manufacturers and wholesalers in most cases have wisely cut their stocks to the limit at the present time. That means that the country merchant is going to be the goat when the readjustment of values comes around.

"I don't think the drop in prices will be gradual. The rise has been gradual, but in all markets the downward trend is invariably precipitate. There is no precedent for a gradual readjustment downward of prices.

"The result in the case of merchants who have stocked up with goods bought at speculative prices is hard to foretell. It is the business of merchants to buy and sell and not to speculate.

Mr. Maybee, in discussing the relations of the banks to the merchants, cleared up many misunderstandings that have existed in the past. In part he said:

"Some people believe that because the banks loan the people's money, the people should have some say in the way the money is loaned. But the banks are responsible to the people for the money that is entrusted to their care and they must exercise discretion in loaning it.

"The first fundamental of a loan from a bank is that there should be security for its repayment.

Ready to Assist Production

"The banks are always ready to consider a loan to a party who will devote the funds to increasing production. We cannot loan money against fixed assets, lands, buildings, etc., as this would be invading the field of the mortgage companies. Because of the need of increasing production the principal classes of loans in the West are to farmers. Next to the farmers comes the business of the manufacturers and the wholesalers, because the standards of doing business in these cases is usually such as to make a low rate of interest possible. The bank suffers few losses.

"Then comes the business of the retailers and it is guided largely by past experience. This experience has, I am sorry to say, been extremely unfortunate in the past. The banks have had to face serious losses, largely through inefficiency in merchandising. The average country merchant has probably not had sufficient training to conduct his business on an accurate basis and it has been very difficult to get accurate information from retailers who have asked for loans.

Too Many Uncollectible Accounts

"Country merchants have given us no end of trouble by carrying down from year to year accounts long outstanding and uncollectible, and by including in their statements of assets merchandise that is quite unsaleable. This stuff accumulates like a rolling snowball.

"The merchant too seldom depreciates his fixtures enough. That cannot go on; the merchant who does not provide enough each year for depreciation will find some day that he will have to replace his fixtures from the profits of the current year.

"The merchant must keep his accounts collected. It is not the function of the bank to loan money to the merchant for him to loan to the farmers who deal with him, and yet that is just what it does when it loans money to the retailer who buys his goods on a 30 or 60 day basis and carries his farmer customers along for six or eight months. We have bank branches to carry the farmers when they need funds . If the farmer is entitled to a reasonable amount of credit there is no reason why the merchant should carry him. He should borrow from the bank and pay his bills."

Mr. Maybee also emphasized the necessity for retail merchants carrying sufficient fire insurance on their buildings and stock.

Convention of Winchester Clubs

The first annual convention of the National Association of Winchester Clubs is to be held in New Haven, Conn., June 28 to July 1. Over 1,500 active hardware dealers will be in attendance.

LEVY TAXES ON THE MANUFACTURERS INSTEAD OF ON THE RETAILERS

MOOSE JAW, June 10.—The Saskatchewan retail merchants at their convention here stood solid behind the demand of the Dominion Executive of the Retail Merchants' Association, in demanding that the new taxes should be levied at the source, that is on the manufacturers instead of on the retailers.

President J. A. Banfield led the onslaught on the budget, and in a lengthy address at the Wednesday afternoon session poured hot shot into the taxation proposals. "The plutocratic manufacturer," he charged, "whom I consider the profiteer of the age, gets off scot free, while the merchants turn tax collectors for the Government."

Mr. Banfield stated that the merchants were partially responsible for the taxes with which they had been burdened. He stated that when the Government asked for his opinion on the feasibility of a sales tax, he expressed himself as in favor of it. His opinion was concurred in by the Dominion Executive of the R.M.A., but when the suggestion was made public that there should be a tax on sales, retail merchants from all over the country who were not fully cognizant of the proposals of the executive wired to Ottawa protesting against the idea and the result was that the straight sales tax to apply to manufacturers, wholesalers and everybody was defeated and the present taxes submitted. "You got the luxury tax and now you are squealing," said Mr. Banfield.

"Now what we have to do is to frame a form of taxation that will be satisfactory all around and that is why we are asking that the taxes should be levied at the source, where collection will be much more economical."

"The present tax will have a tendency to make criminals out of merchants. When they have to make an invoice in quadruplicate for every ten cent sale of ribbon there is bound to be a great temptation to let things slide. It will take an army of inspectors to collect the taxes."

Five Main Essentials that Constitute a Legal Contract

N. R. Craig, Barrister, of Moose Jaw, Reveals Some Interesting Points in a Talk to Saskatchewan R.M.A. on the Elementary Features of the Law of Contracts

By Staff Correspondent

MOOSE JAW, June 10.—To the retailers present at the Saskatchewan convention one of the most valuable features of the program was an exposition of the elementary features of the law of contracts by N. R. Craig, a local barrister. Mr. Craig told of many little-known statutes that trip up the unwary merchant.

"There are five main essentials of a legal and binding contract," said Mr. Craig. "First and most important is that there should be two parties to the deal. Secondly, there must be what is known in law as 'offer' and 'acceptance' before the contract becomes a contract. Thus a merchant may offer goods in a letter for sale at a certain price. The offer becomes a contract binding on both parties when it is accepted in a letter by the second party, in fact, from the moment the letter of acceptance is placed in the post box. It is then irrevocable by any one of the parties, even should the party who makes the offer withdraw before receiving the acceptance which the other man may have already posted.

"A third essential of a perfect contract is the capacity of the parties to enter into it. An ordinary contract between a minor and an adult is illegal, although there are cases where it is binding on the adult and not on the minor. On the other hand, a contract by a minor to purchase necessary articles is binding upon him. A contract to purchase clothes, food, or such articles is binding, and in the case of an infant of affluence, a contract to purchase such an article as an expensive diamond ring would be binding, as the courts would deem it a fairly necessary article of adornment for a minor with the wherewithal to foot the bill.

Legality of Object

"A fourth consideration is the legality of object. Thus a contract to perform an illegal act would not or could not be binding under the law.

"There must also be some consideration mentioned in a contract. No contract is binding unless some consideration is mentioned, be it only a dollar, or an unimportant act. Moreover, in the case of a promissory note, the holder may not allow any extension of the time for payment or any other concession unless a consideration passes, or is alleged to pass on the note."

An Interesting Case

In this connection Mr. Craig mentioned an interesting case. A promissory note fell due. The payee endorsed on the back of the note, "This note is extended until November 15," and signed his name. Later he crossed out the word November, substituted the word September, and negotiated the instrument. When the alteration was discovered he was haled before the local magistrate and convicted of a forgery. The appeal courts, however, reversed the decision as they held that no material change had been made in the note, inasmuch as the extension of the time was not effective, owing to the lack of a consideration being mentioned.

Mr. Craig gave some hints about contracts that are of interest to retailers. All contracts should be in writing, whether the law requires it or not. Every contract involving the sale of land or goods to the value of $40 or over is required by law to be in writing. All contracts, too, should have a seal. The effect of the seal is not easily understood, but it has one important effect of extending the time under the statute of limitations from six to twelve years.

For Breach of Contract

A warning was also given concerning the proper method to collect a remedy for breach of contract. Should a party suffer loss by the failure of another party to deliver goods contracted for the party of the first part cannot collect damages for his loss unless he has gone into the open market and purchased the goods which the second party refused to deliver. And then he can only collect the difference between the contract price and the price he was forced to pay.

Mr. Craig also discussed the law of interest, and the most important observation he made was that merchants should state upon their billheads the rate of interest they will charge on over-due accounts, and should state it in per cent. per annum, as interest rates could not legally be stated in any other way. They should also give notice in writing concerning over-due accounts, and state the date from which interest is payable and the rate per cent. per annum of interest that will be charged.

SHOULD BE A REST ROOM IN EVERY STORE

Moose Jaw, June 10.—In his address to the retail merchants, J. A. Banfield, Dominion president of the R. M. A., again suggested that every merchant should have a rest room in his store.

He described the store of a retailer in a small town in Manitoba, where there is a small rest room, fitted up with a rug, a writing desk and a few comfortable chairs. There is never a day passes in the store when some committee of women in connection with local churches or other organizations do not meet in the rest room.

"Can you beat that for advertising?" asked Mr. Banfield. "Try it."

NEXT CONVENTION WILL BE IN SASKATOON

Next year's convention of the Saskatchewan Retail Merchants' Association will meet in Saskatoon. That was decided upon at the Thursday afternoon session. The dates of next year's convention will be decided by the executive, but they will be approximately the same as the dates of the 1920 meeting.

Few Changes in the Executive of Sask. R. M. A.

MOOSE JAW, June 10.—Only two changes were made in the personnel of the executive of the Saskatchewan R. M. A. in their elections. The officers for the ensuing year are as follows:

President—S. D. McMicken, Moose Jaw; first vice-president—W. P. Ball, Assiniboia; second vice-president—George Matheson, Craik; honorary secretary—Garfield Wray, Regina; treasurer—S. E. Fawcett, Saskatoon.

The A. J. Massie Agency Ltd., are vacating their old quarters and m(oving into new quarters in the Chamber of Commerce Building, Princess Street, Winnipeg.

Main Street, looking north in Moose Jaw, Sask.

Object to Sale of Oil and Gasoline to Farmers at Retailers' Prices

Hardware Merchants in Saskatchewan Convention Will Ask Oil Companies to Make Higher Charge to Other Buyers—Ask for Repeal of 1 Per Cent. Sales Tax on Oil in Barrels, as Containers Are Only Loaned

MOOSE JAW, Sask.—At a gathering of hardware merchants in connection with the Saskatchewan convention, G. F. Morrison, of the Moose Jaw Hardware Company acted as chairman.

Objection was taken by many of the retail hardware men to the practice of the oil companies in selling coal oil and gasoline to farmers and others who purchased in quantities of one barrel and upwards, at the same price that is charged legitimate retailers.

It was decided to ask the oil companies to make the selling price per gallon of oil to large consumers, three cents higher than the price to the trade.

The luxury taxes and the sales tax also came in for considerable criticism and some changes were suggested. One resolution asked that the 1% sales tax on oil barrels should be repealed. Oil barrels were in reality loaned, rather than sold, it was contended. A second resolution endorsed the action of the Dominion board of the R. M. A. in regard to the luxury tax.

A ruling will be asked from the Government on the ten per cent. luxury tax on "plated ware otherwise than provided for by other portions of this act, and adopted for household use." Some of the delegates pointed out that this would have the effect of making the tax apply to even the cheapest nickel-plated teakettles, etc., which could not equitably be classed as luxuries.

No action was taken on the matter of the reports required by the Board of Commerce of all merchants selling building material. The report was ordered tabled, and the action of the section in ignoring the Board's demands can be construed as lending its support to those merchants who have refused to make out reports.

A. E. TUTTE

Secretary of the newly organized Kerrobert district branch of the Saskatchewan R. M. A., photographed while attending the recent convention.

Electrical Convention in Vancouver

Vancouver, B.C.—A very successful convention of electrical dealers was concluded, at which every province in the Dominion was represented. A substantial representation from the United States was also on hand. The programme embraced a comprehensive list of subjects interesting to the general public as well as to the electrical experts in attendance. The convention was called under the auspices of the Vancouver Association of Electrical Contractors and Dealers, which is the only electrical organization in Western Canada. Addresses were given by Wm. McNeill, assistant general manager of the Western Power Company of Canada; O. H. Caldwell, editor of "Electrical Merchandising"; F. T. Cope; H. B. Kirkland, general manager of the American Conduit Co.; M Pike, general sales manager of the Northern Electric Co., Montreal; George Kidd, general manager of the B. C. Electric Railway Company; S. A. Chase, of the Westinghouse Electric & Manufacturing Co.

J. H. Ashdown Retires From Water District Board

WINNIPEG.—The resignation of acting chairman J. H. Ashdown, of the Greater Winnipeg Water District, has been accepted. Mr. Ashdown has been one of the principal figures in the work of the district since its inception in 1906. Mayor Gray expressed highest appreciation of Mr. Ashdown's work.

Winnipeg.—Wood Vallance are entering a team in the U. C. T. competition to be held at Winnipeg Beach on July 10, and expect to bring back the cup and prizes.

Banquet Closes Successful Sask. R.M.A. Convention

MOOSE JAW, June 10.—The banquet that closed the convention was the bright spot in a three days' meeting that consisted of hard work on the part of everybody present. A notable address by Premier W. M. Martin, of Saskatchewan, on the resources of his province, was the important event of the evening.

Premier Martin incidentally spoke of the optimism that is felt among Western merchants towards the crop situation. He had travelled during the past month through all the portions of the Province where there were near crop failures last year and he found everybody hopeful as to the future. Much depended on a good crop, he said, as only that would put business back to where it should be and place the farmers on their feet.

The Premier paid a tribute to the retail merchants, who had never asked for class legislation. Every time the R. M. A. had approached him in regard to legislation their proposals had been such as to merit the best consideration.

President Banfield, of the R. M. A., advised merchants to support the press at all time. "The community with an enterprising press is a community that can make a quagmire into a bed of roses. The press accelerates business. Support your local papers," he said.

The banquet was tendered by the Moose Jaw local branch of the R. M. A., of which R. B. Holden is the secretary. R. H. Clarke, local president, acted as chairman, and at the head table sat George Maybee, Mayor S. A. Hamilton, City Commissioner Mackie, and others.

Marshall-Wells Co. to Build in Moose Jaw

WINNIPEG.—Negotiations are said to have been completed whereby the Marshall-Wells Co., Ltd., of Duluth, Winnipeg and Edmonton, will establish a warehouse in Moose Jaw.

All negotiations have been carried on by the Moose Jaw Board of Trade, through Thomas L. Waldron, vice-president and managing director of the company. The company has purchased from the city lots 23 to 39 inclusive, Block 128, Plan Old 96, a property adjoining the Robin Hood Mills, on Manitoba Street West, and just to the east of the mill site.

Tenders for the erection of the warehouse are expected to be called for at an early date. At the present time no announcement is being made of the amount to be expended upon the initial unit, which will be constructed in time to take care of the fall business. It is anticipated that additions will be made as the business grows.

C.M.A. Discuss Important Trade Matters

Canadian Manufacturers' Association Convention at Vancouver Recommends Relief Measure for Firms Which Lost Money During War—Tariff Matters Discussed—Oppose Metric System—To Open Up Trade With the Orient

VANCOUVER, B.C. — The active work of the Canadian Manufacturers' Association convention has been brought to a close, though some Eastern manufacturers are still at the coast looking over the industrial situation. A feature of the closing business of the convention was a request directed to the Government for a measure of relief in the new excise taxes for those concerns which suffered losses during the period of the war and now are just commencing to reap profits from peacetime production. It is suggested in the measure that the Government deduct the losses of the previous years from the profits now obtained and tax the remainder.

J. R. Shaw said that during the war there were two classes of industries: Those which received war contracts had made large profits, and it was only right that they should be taxed on them. The other class of manufacturer found his production decreased during those trying times and the balance was on the debit side. It was for these concerns that he was pleading. There had been no dividends on the investments in these concerns and he thought it was only equitable that in the collection of the war profits tax this fact should be taken into consideration and deduction be made in addition to the ten per cent. exemption allowed on the capitalization.

Discussing the new budget taxes and stressing the need of more efficient means of Government collection, F. W. Stewart, Montreal, declared there was general antipathy to the payment of taxes when earmarked as such. He had discussed the matter with merchants all the way from Toronto to the coast, and found that taxes had resulted in a serious falling off in business. While it was felt that conditions would adjust themselves in time, he feared that before this many business failures would result.

Tariff matters occupied the attention of the convention for the greater portion of the morning. The appointment of a permanent tariff board was suggested to the Dominion Government by a unanimous vote.

An Empire Tariff Asked

There was no opposition voiced to a carefully-prepared resolution asking the Government to use its influence to hasten the adoption throughout the Empire corresponding to those now provided for in the customs tariff of Canada. This resolution was strongly endorsed by the manufacturers of British Columbia, who have been looking forward to a convention between Canada and Australia which will develop the already large trade between the two countries.

Oppose Metric System

Other resolutions adopted opposed any attempt to substitute metric system weights and measures for the present system in Canada and advised that proper displays of Canadian manufactured goods be placed in the countries to which trade commissioners are accredited.

The signing of a new trade treaty between Canada and France was urged, improved cable services were asked and a resolution called for the fixing of a label on all goods to show the country of origin.

In his valedictory, T. P. Howard, retiring president, predicted great advancement for the association and for industry in Canada during the next year, and expressed confidence that the association would have no difficulty in raising the fund which it was collecting for the purpose of amplifying its work.

"We in Canada must have trade with other countries," said the new president, J. S. McKinnon. "We must build up our traffic with the Orient, with Australia and New Zealand, and with South America. To do this we must have an enlarged and sufficient merchant marine to carry our goods, and it is only right that ships for the Pacific should be built here in British Columbia. New trade routes must be established and the seaports of the country must be developed. This is particularly true of the port of Vancouver, which seems to be the natural port of Western Canada. It will have extra attention from the association this year.

"The natural resources of the country must be developed to the very highest degree. All that Canada produces from her wealth of natural resources should be used in the manufacture of Canadian goods in Canada, wherever possible. We desire the finished articles to be made in this country, and do not wish to see our raw materials go elsewhere to be returned as manufactured articles. This would give more employment to Canadians and future citizens, and aid in building up the Dominion.

Aid All Sections

"This association is in no way sectional, and it desires to aid in the industrial and commercial growth of every portion of the country. We wish to have more attention paid to scientific research and technical education. The result of this will mean an improvement in the quality of 'made-in-Canada' goods."

Continuing, the speaker said that Canadian manufacturers stood ready and willing to discuss with any class of the community any great national problem for the betterment of Canada. He suggested that efforts might be made to initiate the study of Oriental languages in order that the Dominion could take advantage of opportunities offered for trade with peoples across the Pacific.

Resolutions Passed by Sask. R. M. A.

Moose Jaw, June 10.—A number of amendments to the provincial legislation affecting hawkers, peddlers and other agents were asked in resolutions passed by the Saskatchewan R.M.A. convention here. One resolution asked that the Hawkers and Peddlers Act be made applicable to agents who are residents of towns in which they operate. At present residents do not require to take out licenses.

Another resolution asked that the license fees should be made to cover one line of goods only, with additional lines carried by a single peddler to be charged for on a sliding scale.

Other resolutions passed were:

To make it compulsory for village councils to enact an early closing by-law when a properly signed petition is presented.

To have the Bulk Sales Act amended to include farmers.

Asking the Western Board to organize farm implement retailers so as to enable them to present a solid front in demanding wider margins and better contracts from the wholesalers and manufacturers.

Asking for the amendment of the Saskatchewan Auto Repairs Act, which was contended to be unworkable.

To increase the provincial membership fee of the R.M.A. to $20 from $15 as at present.

Western Notes

Winnipeg.—Delegates to the National Electric Light Association convention, held recently in California, were entertained while in the city.

Winnipeg.—G. Draper, Western manager of the Solex Lamp Co., is on a trip to Calgary.

Winnipeg.—W. A. Watt, cutlery department manager of Wood Vallance, Ltd., recently underwent an operation, from which he has completely recovered.

Winnipeg.—Wood Vallance, Ltd., Winnipeg, have a baseball team in B division of the Commercial League this season, and a splendid schedule of games has been arranged in competition with teams representing other large Winnipeg firms. In the first scheduled game, Wood Vallance team defeated Fruit Exchange by the score of 15 to 3.

EVENTS IN THE TRADE

Business Changes

Toronto.—C. F. Moorehouse, hardware merchant, is retiring from business.

Incorporations

Oshawa, Ont.—Hugh Park Foundry Co., Ltd., has been incorporated with capital of $200,000 to carry on business as metal founders.

H. N. Fox Co., Ltd., has been incorporated with head office in Leamington, Ont., to deal in hardware, electrical and automobile supplies.

Traction Rims, Ltd., has been incorporated with head office in Toronto, to manufacture automobile accessories.

Convention of Maritime Wholesale Hardware Ass'n

The regular annual meeting of the Maritime Wholesale Hardware Association will be held at the Pines, Digby, N.S., on Tuesday, July 6.

Hardware Store Escaped Robbery

MONTREAL.—The store of the Durand Hardware Co., 370 St. James Street, Montreal, suffered the loss of a large plate glass window last week. A would-be robber picked a large stone up from the street and was seen, by a policeman, to hurl the same through the glass. The policeman gave chase, but was unsuccessful in landing his man.

Will Help Citizens to Instal

Marmora.—The Town Council has decided to assist citizens desiring to make a contract for electricity for light or power purposes by doing the wiring and allowing them until January, 1921, to pay for it, without interest. This is done in order to give all who wish to do so an opportunity to install light and power at once.

Staff Changes in Yale & Towne Manufacturing Co.

John B. Milliken, formerly treasurer and director of the Yale & Towne Mfg. Co., Stamford, Conn., has resigned to enter other fields. Willard L. Case was elected at a recent meeting to the position succeeding Mr. Milliken. Mr. Case has had long experience with the problems of organized industry.

Edward C. Waldvogel, who has been with the company for fifteen years and who has occupied the position of general manager for four years, has been elected a director of the company.

Gurney Plant Closing Down

Toronto. — The King Street West branch of the Gurney Foundry Company is being closed down and the site is offered for sale. The work carried on at this plant will be divided between the West Toronto branch and another plant which is to be opened in the East. The West Toronto branch will be added to, and it is understood that the Gurney interests have bought out the Canada Stove Company at St. Lambert, just outside the city of Montreal, where they will open a new plant.

C. J. BRITTAIN

Formerly managing director of the Winnipeg, Calgary and Saskatoon branches of the Canadian Fairbanks-Morse Co., Ltd., who has been appointed vice-president and general manager of the organization with headquarters in Montreal. Mr. Brittain succeeds C. Graham Drinkwater in this position.

Montreal Building Makes Progress

The present year promises to be the best building year in Montreal since the record of construction period of 1913. For the five months ending in May last the value of work done was greater by $4,000,000 than in the corresponding period of 1919. New dwellings are being erected in many quarters and old ones are turned into flats and apartments, generally of a very small size. The dwelling scarcity is in the way of disappearing. As a matter of fact, no one is without a roof over his head and the "To let" sign is again in evidence in the centre of the city.

Vice-President Canadian Steel Foundries Dead

MONTREAL.—K. W. Blackwell, vice-president the Canadian Steel Foundries, Limited, died at his home in Montreal last week, after a brief illness. The late Mr. Blackwell was connected with Mechanical Engineering for a considerable part of his life. In the year 1882, he entered the manufacturing business under the name of K. W. Blackwell, manufacturer of railway car springs. From this company the Montreal Steel Works, Limited, was subsequently formed, Mr. Blackwell becoming its president and managing director. This company was subsequently absorbed by the Canadian Car and Foundry Company under the name of Canadian Steel Foundries, Limited. In addition to being vice-president of the above company, the late Mr. Blackwell was vice-president of the Merchants Bank of Canada, and was associated in a prominent way with several company directorates.

Steel Merger Strikes Snag

Rumors of internal strife in the Board of the Dominion Steel Corporation as to the wisdom of entering the merger now being organized as the British Empire Steel Corporation, at least until full information is given, is confirmed by the issue of a strong protest by six influential directors of the former. The document is signed by George Caverhill, Hon. R. Dandurand, Sir William Mackenzie, William McMaster, J. H. Plummer and E. R. Wood. It is charged in the letter that the Dominion Steel Corporation receives an unfair deal under the proposal, that $38,000,000 of common stock in the merger is to be sold to parties unnamed for $30 per share, that $25,000,000 which it is hoped will be received for preferred stock is actually already counted in the cash in the balance sheet just issued, and that the Dominion Steel Board has failed to secure essential information regarding the smaller companies.

Yale & Towne Mfg. Co. Buy Electric Truck Co.

The Yale & Towne Manufacturing Co., Stamford, Conn., have purchased the Industrial Electric Truck Division of the C. W. Hunt Company of Staten Island. Hunt trucks are used in railroad terminals, steamship piers, in warehouses and manufacturing plants, and this branch of business will be combined with the hoist department of the company.

T. P. HOWARD
Retiring president of the Canadian Manufacturers' Association.

Death of Pioneer Hardware Merchant

Brandon, Man.—The death is announced of A. B. Fleming, one of the city's pioneer citizens. The deceased was forty-nine years of age and came here with his father, the late Dr. Alexander Fleming, from New Brunswick in 1880. He was in the hardware business here for a number of years, later moving to Hamiota, where he conducted a store at that place. He returned to Brandon about twelve years ago, and had since been engaged in a wholesale coal business. He was very widely known, and his sudden death was a great shock to his multitude of friends.

New Factory for the McCaskey Systems Ltd.

McCaskey Systems, Limited, manufacturers of counter check books and credit register systems, have recently purchased a munition plant at Galt, Ont., where their head office and factory will be located after the middle of July.

The new factory in Galt is most modern in every respect and several new high-speed machines are being added which will practically double the present equipment of their plant.

Staff Changes in Canadian Fairbanks-Morse Co.

The following changes in the organization of the Canadian Fairbanks-Morse have been announced: Mr. C. J. Brittain, former manager of the Winnipeg branch, has been appointed vice-president and general sales manager, with headquarters in Montreal, succeeding C. G. Drinkwater, who has been vice-president in charge of sales for many years, and who has resigned to join the banking firm of Alfred and Co., Ltd. Mr. Brittain was one of the first salesmen engaged by the Canadian Fairbanks-Morse Company.

Electrical Men Met

Montreal. — A convention of the Canadian Electrical Association was held on Wednesday and Thursday of this week at the Ritz-Carlton Hotel, Montreal. Delegates attended from Hamilton, Quebec, Sherbrooke, and Toronto.

Say Hardware Manufacturers in Combine

A report credited to the Board of Commerce at Ottawa is to the effect that there exist combines and price-fixing arrangements upon manufacturers of the following lines: Wrapping paper, broom handles, wire fence, cloth, malleable metals, paper bags, toilet paper, eavetroughs and conductor pipe, shipping tags, sheet metal, automobile equipment, shovels, washing machines, wallpaper, lead traps, wringers, cooperage, wrought pipe, scales, steel sash, wood screws, tacks, wire solder and cane lead, general hardware.

STARTED REMARKABLE CAREER

Continued from page 81

says, "an early riser," a pointer that he would pass on with cordial endorsement to all who aspire to success in any field.

Profit sharing was introduced, too, by Mr. Simmons long before it was thought of by others. Every salesman brought his record to him at the end of each year and a generous percentage of the total sales was awarded him. Every salesman's record is carefully gone over at the end of the year with a view to finding in his results something to warrant extra compensation, "velvet," as the salesmen call it. "My velvet was nearly as much as my salary for the first year on the road," one old employee confided to me. "I was flabbergasted—but more than ever determined to deserve the Chief's generosity."

To facilitate his profit-sharing system, Mr. Simmons incorporated his business in 1874. It was *the first mercantile firm in the United States to incorporate.* Employees were given opportunity to acquire stock and this proved extraordinarily profitable. The original capital of $200,000 was increased to $4,500,000, and later to $6,000,000, wholly from earnings—a record which even the strongest bank in the country might envy.

Mr. Simmons' solicitude for the welfare of his men and his customers also led him to become a pioneer in another direction. He was the first to develop the system of having travelling salesmen live in their territory, settle there and become part of the community, instead of spending year after year as nomads. Merchants had more confidence in dealing with a fellow-citizen than with a salesmen whom they could not know well and who was there to-day and gone to-morrow.

His First Hardware Catalogue

Thirty-seven years ago Mr. Simmons had the courage to spend $30,000 in bringing out the first complete hardware catalogue ever compiled, and as a result added $1,000,000 to his sales forthwith. Now the house issues annually a catalogue of 2,500 pages, 22,000 illustrations, and 70,000 items, with minute specifications, descriptions, and prices, so that every retailer in the land can provide his patrons with any article from the whole line on short notice.

Promptness is such a fetish with Mr. Simmons that he wants all orders billed and shipped the day they are received, and to that end every available modern contrivance and device is utilized, from machines for opening and sealing envelopes down to mechanical conveyers for transferring the cases of merchandise from the packing room to the railroad freight station within the building. Indeed, it was primarily to insure expeditious deliveries, and thus enable their customers to compete successfully with the mail order houses, that the Simmons Hardware Company established complete wholesale houses, similar to that in St. Louis, in such distributing centres as Philadelphia, Minneapolis, Sioux City, Toledo, and Wichita.

The registered motto, as most of us know is: "The Recollection of Quality Remains Long After the Price is Forgotten." It took courage and unflagging determination to introduce such a high-grade and necessarily higher-priced line of goods, but Mr. Simmons won out. "Wisdom is justified of her children," as he sometimes remarks. He decided to build on a rock, not on sand.

"Business is the execution of ideas."

"Promptness is the essence of all good business."

"The difference between failure and success is doing a thing nearly right and doing it exactly right."

"Concentration means strength. Scatteration means weakness. Having chosen one line of work or business, stick to it."

"Spend fifteen minutes every night recounting your day's doings and planning to do better next morning."

"Always put yourself in your customer's place."

"An ounce of industry is worth a pound of brains."

"Character is the decisive force in business."

"My favorite pleasure has been to take hold of a poor salesman and make him a 'Cracker-Jack,' a 'Star.'"

"I am a great believer in the business philosophy of encouragement."

'Settle claims promptly. The merchant who does not permit himself to be imposed upon occasionally will never get far."

"If any of your men, or any customer, gets into a hole, always leave him a loop-hole to get out easily."

"Quality of goods, confidence in your business and in yourself, ability and readiness to anticipate conditions and to adapt yourself to them—these are some of the essentials of business success."

J. S. McKINNON
Elected president of the Canadian Manufacturers' Association at the recent convention in Vancouver.

Newsy Notes From Here and There

Toronto.—J. D. Rowland, hardware merchant of Mount Albert, Ont., was a visitor to Toronto this week.

* * *

Toronto.—C. C. Speight, hardware merchant of Acton, Ontario, made a business trip to Toronto this week.

* * *

Quebec.—J. A. E. Bureau, of Montreal, called this week on the Quebec trade in the interests of Richardson and Bureau.

* * *

Halifax, N.S.—W. A. Black, pioneer hardware merchant of this city, has donated $60,000 to the Dalhousie Endowment Fund.

* * *

Montreal.—John Irwin, vice-president and managing director of McArthur Irwin Limited, returned last week from an extensive trip to England and the Continent.

* * *

St. John, N.B.—Once more there is a plentiful supply of plate glass in the city. For nearly two months only one firm had any in stock, and only a limited amount. Merchants from other towns were having to fill orders for local work.

* * *

Montreal.—C. P. Yeo has joined the selling forces of the Canada Paint Company, Ltd., and will cover the Maritime Provinces and Prince Edward Island. John Richardson, buyer for Caverhill, Learmont and Company, returned this week from his vacation.

* * *

Montreal.—Archie MacFarlane, C. E. Adcock, David Brewer, William Hannah, P. D. Martin and George Livingstone, all of A. MacFarlane and Company, Montreal, will attend a conference of Stanley Rule and Level Company and Stanley Works, which is being held at New Britain on June 27 and 28.

* * *

St. John, N.B.—A large quantity of paint is being sold. All the painters have more work on their hands than they can handle. The yacht and motor boat owners have been very active with the paint brush this year. The number of newly painted automobiles is also larger this year than in former years.

* * *

Montreal.—James Fletcher, a retired member of the firm of general merchants of Demers & Fletcher, late of Rigaud, died at Longueuil, Que., on Tuesday last. George Payne, representing H. A. Reid & Company, was in Montreal this week. Arthur E. Smith, representing H. L. Jugg Company, New York, was in Montreal this week. Samuel J. Manheimer, of Kaufmann Bros. & Bondy, New York, called on the Montreal trade this week.

* * *

St. John, N.B.—Daylight saving is the order of the day in St. John, N.B. The Retail Merchants' Association and the Clerks' Association both worked hard to have the new time put into effect, with the result that the city council decided to place all city departments on daylight time and also requested the citizens to follow suit. For the months of June, July, August and September, all the large stores will close at one o'clock on Saturdays, remaining open on Friday evenings.

Retail Merchants Ass'n Excursion and Convention

The fifteenth annual convention of the Dominion Board of the Retail Merchants' Association of Canada will be held in Vancouver, B.C., on Thursday and Friday, July 22 and 23, 1920. This will be one of the most important conventions for retail merchants that has ever been held in Canada, and every province will be represented.

In order to unite business with pleasure, the executive officers have arranged for an excursion over the Canadian Pacific Railway to run from Halifax to Vancouver, taking on at the various points those who wish to attend.

The excursion train will commence at Halifax, leaving on the following days: Halifax, July 12; St. John, July 12; Quebec, July 13; Montreal, July 13; Ottawa, July 13; Toronto, July 14; Port McNicoll, July 14, and will pass through all the leading cities and towns.

From Port McNicoll they take the Canadian Pacific steamers over the Great Lakes to Fort William; from there to Winnipeg across the prairies, through the magnificent Rockies, stopping at Banff and Lake Louise, and then on to Vancouver.

In returning, the excurtionists are allowed the option of coming back via the Okanagan Valley, Sicamous to Penticton, down through the boundary country of Nelson, through the Crow's Nest Pass from Kootenay Landing, to Medicine Hat and then back again East.

The excursion is open for any members who wish to invite their friends or to take any member of their family. Full particulars as to cost and other particulars can be secured by applying to the secretary of any provincial board, or to Mr. E. M. Trowern, secretary of the Dominion Executive Council, Room 49, La Banque Nationale Building, Ottawa.

Amalgamation Forms British Glues & Chemicals Ltd.

British Glues and Chemicals Ltd. has been incorporated in London, England, to amalgamate te following firms: The Grove Chemical Co., Charles Massey & Son, Meggitts (1917), Quibell Bros., J. & T. Walker (1917), The Weaver Refining Co., Williamson & Corder.

Western Travellers Will Meet at Calgary

Grand Council of Manitoba, Saskatchewan and Alberta Recently Met in Medicine Hat

REGINA, June 11.—The Grand Council of Manitoba, Saskatchewan and Alberta, of the United Commercial Travellers of America met at Medicine Hat June 4 and 5, and selected Calgary as the next place of meeting on June 3 and 4, 1921.

The following officers were elected:—Grand Councillor, C. G. Davidson, Edmonton; Junior Grand Councillor, W. Heislop, Lethbridge; Past Grand Councillor, H. F. Moulten, Winnipeg; Grand Secretary, W. H. McGibbon, Regina; Grand Treasurer, S. L. McCracken, Calgary; Grand Conductor, Thomas Fox, Saskatoon; Grand Page, W. L. Lewis, Winnipeg; Grand Sentinel, J. C. Dunlop, Moose Jaw; Grand executive committee for two years, T. D. M. Osborne, Saskatoon; W. E. Clark, Medicine Hat; Grand Chaplain, J. W. Lightbody, Yorkton; delegates to supreme council, H. A. Knight, Regina; R. M. McGowan, Winnipeg; C. G. Davidson, Edmonton, S. S. Savage, Edmonton. A resolution was passed endorsing the propaganda of the motor league of Alberta and promising assistance. It was also decided that the question of hotel accommodation in the three Prairie Provinces be taken up with the Provincial Governments.

Makers of Casters, Furniture Handles, Woodenware

Canadian Export & Import Trading Co., Halifax, N.S.—Please advise us as to names of manufacturers of casters, furniture handles, and household woodenware, etc.

Casters can be procured from the following: Faultless Caster Co., Evansville, Iud.; National Hardware Co., Limited, Orillia, Ont.; Denton & Co., Woodstock, Ont.; W. J. Hinphy Co., Montreal, Que.

Furniture handles and household woodenware can be procured from the following: Canada Steel Goods Co, Limited, Hamilton; Canada Foundries and Forgings, Ltd., Brockville, Ont.; Otterville Mfg. Co., Otterville, Ont.; The Thomas Davidson Mfg. Co., Limited, Guelph, Ont.; Wm. Cane & Sons, Co., Ltd., Newmarket, Ont.; Stratford Brass Mfg. Co., Stratford, Ont; Taylor Forbes Co., Gueiph, Ont.; Peterboro Lock Mfg. Co., Peterboro, Ont.; Belleville Hardware & Lock Mfg. Co., Belleville, Ont.; Canada Wood Specialties Co., Limited, Orillia, Ont.; E. B. Eddy Co., Limited, Hull, Que.; Meakins & Sons, Ltd., Hamilton, Ont.; J. S. Neill & Sons, Ltd., Fredericton, N.B.—Ed.

Hardware Letter Box

Almond Chuck

Hardware Company of Toronto, Ltd., Toronto, kindly advise us the address of the manufacturers of the Almond Chuck.

Their address is T. R. Almond Mfg. Co., Ashburnham, Mass.—Ed.

Babcock Filter Co.?

Sommerville Hardware Co., Ltd., Edmonton, Alta.—Kindly advise us as to address of the Babcock Filter Company of Toronto.

This Company has been out of business for some years.—Ed.

Quick Metal Wicks

Henry Zettel, Esq., Wellesley, Ont.—Kindly advise us as to where we can procure wicks for Quick Meal coal oil cook stoves.

These stoves are manufactured by the American Stove Company, St. Louis, Mo., and the Canadian agents are James Stewart Mfg. Company, Woodstock, Ont. —Ed.

Hardware Cases and Shelf Boxes

Mr. Geo. D. Dahmer, Conestogo, Ont. —Please advise us as to names of manufacturers of hardware cases and shelf boxes.

These may be procured from the following: Cameron & Company, Queen Street E., Toronto, Ont.; T. L. Arnett, Souris, Man.; Duluth Show Case Company, Duluth, Minn.—Ed.

Old Boilers

Norman MacLean, Esq., Govan, Sask. —Please advise us as to names of purchasers of old steam boilers.

These may be procured from the following: Frankel Brothers, Toronto; Calgary Scrap Iron & Metal Co., Calgary, Alta.; Western Metal & Bottle Co., Edmonton, Alta.; Galt Rag and Metal Co., Galt, Ont.; The Hamilton Metal Smelting Works, Hamilton, Ont.; E. Ebushevsky & Son, Toronto; Winnipeg Metal Co., Ltd., Winnipeg, Man.; Manitoba Junk Co., Winnipeg, Man.; Dominion Metal Exporting Co., Winnipeg, Man.—Ed.

Building Paper

Kent, Garvin & Company, Hamilton, Ont.—Please advise us as to names of manufacturers of building paper.

The following are manufacturers: Barrett Company, Limited, St. Hubert Street, Montreal; Alex. McArthur & Co., Limited, McGill Street, Montreal; Merrick Anderson Co., Ltd., Winnipeg, Man.; D. J. Ladd & Company, Winnipeg, Man.; Brantford Roofing Co., Ltd., Brantford, Ont.; Standard Paint Co. of Canada, Montreal, Que.; Bird & Son, Hamilton, Ont.; Canadian Roofing Mfg. Co., Ltd., Windsor, Ont.; International Chemical Co., Lombard Street, Toronto; Mica Insulator Co., Victoriaville, Que.; Beveridge Paper Co., Ltd., Montreal.—Ed.

Brass Name Plates

Peart Bros. Hardware Co., Ltd., Regina, Sask.—Please forward us names of makers of brass name plates for doors.

Following are manufacturers: Canada Steel Goods Co., Ltd., Hamilton, Ont.; Hamilton Stamp and Stencil Works, Hamilton, Ont.; Hamilton Stove & Heater Co., Ltd., Hamilton, Ont.; Stratford Brass Co., Stratford, Ont.; Canadian Yale & Towne Ltd., St. Catharines, Ont.; Jas. Morrison Brass Mfg. Co., Ltd., Toronto; The Belleville Hardware and Lock Mfg. Co., Belleville, Ont.; The Peterboro Lock Mfg. Co., Peterboro, Ont.; Taylor Forbes & Co., Guelph, Ont.; Patterson & Heward, 319 King Street W., Toronto; Toronto Stamp & Stencil Works, Church Street, Toronto; National Hardware Co., Ltd., Orillia, Ont.—Ed.

Catalogues and Booklets

Brisco's Wholesale Accessories Ltd.

Brisco's Wholesale Accessories, Limited, Chatham, Ont., have issued a very attractive wholesale accessory catalogue containing 128 pages, there is also an addition of 32 pages, called the second part, and shows a full line of Ford accessories. The catalogue contains many illustrations, prices, etc., on tires, tubes, rubber floor mats and tire sundries, and also shows blow patches, hook on boots, cement stock, vulcanizing rubber, horns, spark plugs, pumps, vulcanizers, auto jacks, tire and chains, bumpers, tool boxes and lamps, as well as many dash sundries and fixtures. An extensive line of flashlights and batteries are also shown. Storage batteries, tools and tire parts are also illustrated and priced. The catalogue also shows a line of bicycles and sporting goods such as baseball mitts, gloves, baseball masks and other sundries, as well as tennis goods, racquets, boxing gloves, striking bags, skates, guns and ammunition, also some lines of toys. Motorcycles are also shown. Readers of Hardware and Metal interested may have a copy of this catalogue by writing the above named firm.

* * *

The Cleveland Twist Drill Co.

The Cleveland Twist Drill Company, Cleveland, Ohio, have issued a very attractive booklet entitled Drill Chips. The book has 16 pages of very humorously written literature as well as some very descriptive cartoons. On the margin of each page is the illustration of different tools made by the company. The pages are all specially cut starting with the outside page, which is full width and each succeeding page is the width of the margin smaller, giving a very nice effect and showing off the tools very plainly. The literature is very humorous and interesting and also carries some good messages. Those desiring copies may have same on request of the manufacturer.

HE'S GOTTA COME DOWN

—Talburt in the Toledo "News-Bee."

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

New Game

McClelland and Stewart, Victoria St., Toronto, are Canadian agents for a new game that is being marketed by Irvin-Smith Co., 56 E. Randolph St., Chicago, Ill., which will be known as the Cootie game, and which they describe as a rectangular box-like enclosure which has a small square wire enclosure having a specially designed entrance. There are also three celluloid capsules with small weights and the play is to secure the capsules within the wire enclosure. The top of the devise is covered with glass.

In describing the play of the new game the makers have the following to say: A very interesting game may be played by having a game for each player. All of the cooties must be out of the pen. At a given signal all start to play and endeavor to encage the "cooties" as soon as possible. The first player to capture all of the "cooties" calls "cootie" (and play by everyone must immediately stop) is entitled to a credit of 25 points on account of being the first to make a capture. All other contestants are given a credit of 5 points for each cootie they have caught. The game may be set at 200, 300 or 500 as seems desirable. The one who is successful in securing the desired number of points first is the winner, the one having the second highest number of points is second and so on. A booby prize may be

New Game

given to the one who has the lowest score. An official scorer and umpire should be appointed. Each player should have a card and the scorer and umpire should register the number of points made each time. Other interesting games may also be played.

Aluminum Ware

A new line of aluminum ware is being offered the Canadian trade under the trade name of Duro, which is being manufactured by W. D. Shambrook & Co., Hamilton, Ont. The makers claim that their products will be manufactured from a high quality of aluminum and that they will specialize on high-grade wares for household use. They also state that the full depth of the different utensils is a special feature and claim lipped preserving kettles, are double-lipped to facilitate pouring and which will preserve the shape indefinitely on account of being made rigid with the one

REGISTERED

W.D.S. & Co. DURO ALUMINUM

TRADE MARK
MADE IN CANADA

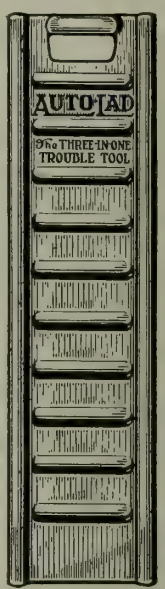
Aluminum Ware

pressure process, also insuring uniformity of the lips. The makers also state they have extensive plans for a large production in order to fill orders promptly. Some of the lines the manufacturers state they intend to manufacture are, lipped preserving kettles, double lipped sauce pans in seven sizes, ladles, cake turners, drinking cups, pudding pans, double boilers, pie plates, jelly plates, tea kettles. They also state that other lines will be added from time to time.

Auto Trouble Tool

The Alsteel Manufacturing Co., Battle Creek, Mich., are offering to the trade a new trouble tool which goes under the trade name of Auto-Lad and which they state is a three-purpose tool that may be carried under the cushion out of the way and so as to be ready whenever needed. The purpose of the tool, they state, is to take the place of a shovel when stuck in the mire, sand, gravel or snow, etc., and may be used to put under the jack on soft ground to provide a solid foundation and prevent the jack from sinking into the soft ground.

The manufacturers also state that the tool saves the time of hunting for a suitable board and plank and the annoy-



Auto Trouble Tool

ance of having the board break when the weight of the car is on the jack.

In describing their new tool the manufacturers state that it has a rolled steel grip and sharpened end and may be used as a shovel where it is necessary to dig in sand, gravel or snow, is made of heavy steel, which is strengthened by corrugations. These horizontal grips or corrugations also form ladder-like steps which furnish traction for the wheels in order to prevent their slipping in mud, sand or snow, etc. To operate, place the tool in front of drive wheel, apply the power and the car is enabled to climb out on the ladder. In other cases it may be used to dig a shallow trench when the tool may be put under the wheel and allow the car to drive out under its own power. The makers also state there is no need to jack up the car in order to use old boards or rails to get out of a bad hole.

STERLING FOOD CHOPPERS

In June 12 issue of Hardware and Metal the name of N. R. Street & Co., Rochester, N.Y., was given as the manufacturer of the Sterling Food Chopper. It has been learned since, that this firm has been taken over by Josiah Austice of Rochester, N.Y.—Ed.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

GREAT activity has taken place throughout the hardware markets this week and many prices have been revised as a result. Bolts and nuts have been marked up about 10%. Conductor elbows are also higher. Wrapping paper has been again revised and will now cost more. A new and higher list has been issued for shoe findings and the packing extra on this line has also been advanced. Corrugated box fasteners have been marked up about 10%. Skate screws will also cost the dealer more. New and higher extras have been made on wire. Ammunition, snow shovels and furnace scoops, ash sifters, watches, washers, casters, sash pulleys, door keys, lantern globes, and pineapple snips have all been revised upwards.

Some lines and makes of silver flatware have been readjusted and lower prices have become effective. Solder prices have also been lowered. Considerably lower quotations are current for linseed oil, also turpentine.

Jobbers state they are still facing considerable shortage in their stock of many basic lines, and owing to the inability of the manufacturers to cope with the present demand state they have little hopes for an early readjustment of the situation. The congestion of freight in transit is also proving a great detriment to all concerned.

Prospects for a good crop throughout the Western provinces are said to be very bright. Satisfaction is expressed for the favorable way collections are coming forward.

MONTREAL MARKETS

MONTREAL, June 17.—Hardware jobbers find conditions active in the country, though quieter in the city. There has been an insistent call for spring gardening tools and for hose, hose couplings, and other springtime requirements.

Among price changes, an advance of 25c per keg for nails is the most outstanding. These are scarce, and there has been a feeling in trade circles that the price would advance soon, and without notice. The change was made over the week end. Fall and winter sporting goods' prices are being revised. Patent saw sets are up. Lumbering tools discounts are less, and sheep shears and metal polishes are higher in price. An advance was made for jack screws. Sewing awls and thread have advanced to the trade. All lines of bolts such as carriage, machine, shaft, whiffletree, etc., have advanced. Wire rope clips are higher. Five per cent. has been added to the price of wrought washers. Baling wire is up in price, and is very scarce. Various enamelled and tin wares are marked higher as per new discounts published below. Sash weights are higher as is also sulphide paper. Sandpaper is costing more, in reams, and iron and steel are firm and may soon advance again, some think. The ingot market is dull and concessions are being made when orders of any considerable extent offer.

Sporting Goods Are Revised on Higher Basis

Montreal.

SPORTING GOODS.—A new list is being issued by A. J. Reach & Co. on Fall and Winter sporting goods. A readjustment of prices is being made, and while there are some advances it is understood that other of such changes do not indicate increase of price. The new lists are being sent to the jobbing trade at the present time.

Wire Rope Clips Now Costing More

Montreal.

ROPE CLIPS.—Wire rope clips are revised in price and are selling as follows: For the Japanned line, ¼ inch, per dozen $1; ⅜, $1.20; ½, $1.80; ⅝, $2.30; ¾, $3.25; 1 inch, $4.80.

Galvanized wire rope clips are selling as follows: ¼ inch, $1.10 per dozen; 5-16, $1.20; ⅜, $1.30; ½, $2.25; ⅝, $3.00; ¾, $4.20; ⅞, $5.40; 1 inch, $6.25.

Sewing Awls and Thread Have Advanced to Trade

Montreal.

SEWING AWLS. — The following prices obtained in jobbing circles for sewing awls. Patented awls known as "Awl-for-Awl" are now selling at $11.00 per dozen; "Never Rip-Awls," $10.00 per dozen. Thread for the former is quoted at $2.50 per dozen, and that for the "Never-Rip-Awls" $2.25 per dozen.

Patent Saw Sets Have Advanced

Montreal.

SAW SETS.—An advance is announced by jobbers for Taintor saw sets, No. 7. These are now selling to the trade for $20.50 per dozen.

Oils Are Very Firm; Summer Sales Active

Montreal.

OILS.—Prices are firm on all grades of lubricating and illuminating oils. The basis for crude oil is still strong and this means that there will be a continued firmness on fuel oil, coal oils and gasoline. The demand for gasoline is seasonably heavy, with motor grade selling at 38½c. Coal oil is quoted 29 to 31c.

Sheep Shear Prices Register an Advance

Montreal.

SHEAP SHEARS.—Advanced prices are effective for sheep shears of the ordinary variety, and the following prices obtained on some of the regular numbers:

No. 1, per dozen $12.75; No. 3, $15.75; No. 5, $21.00; No. 6, $22.00.

Higher Prices Now For Metal Polishes

Montreal.

METAL POLISH.—Brass or metal polish is selling at higher prices, No. 3 being quoted at $1.65 per dozen; No. 6, $2.70; No. 12, $5.20; and No. 24, $10.80.

Prices Are Higher For Jack Screws

Montreal.

JACK SCREWS.--Higher prices are being quoted on jack screws, and the following prices will be of interest to the hardware trade: ¼ inch by 6 inch, per dozen, $36.00; ½ inch by 8 inch, $45.00; 1¾ by 12, $60.00; 2 by 14, $90.00; 2¼ by 18, $126.00; 2½ by 18, $132.00.

Lumbering Tools Are Higher Again

Montreal.

LUMBERING TOOLS.—An advance has been made in the price of Pink's lumbering tools. These are now quoted at 5 to 10 per cent. off regular list.

All Lines Bolts Are Marked Up

Montreal.

BOLTS.—Various bolts and nuts are advanced in price this week and new discounts applying on these have been issued to the trade. The following list is now effective as from June 10th:

Carriage Bolts, $1 list, ⅜ in. dia. and smaller, 6 in. and shorter	Net List
Do. Do. longer lengths	List plus 10%
Do., 7-16 in. and larger	List plus 10%
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter	10%
Do., ⅜ in. dia. and smaller, longer lengths	List plus 10%
Do., 7-16 in. dia and larger	List plus 10%
Sleigh Shoe Bolts, all sizes	List plus 10%
Coach and Lag Screws	15%
Square Head Blank Bolts	List plus 10%
Bolt Ends	List plus 10%
Plow Bolts, 1, 2, 3, Heads	Net List
Do., others	List plus 20%
Elevator Bolts, large head	List plus 10%
Do., corrugated heads	20%
Fancy Head Bolts	List plus 10%
Shaft Bolts ($3.00 list)	List plus 10%
Step Bolts, large head ($3.00 list)	List plus 10%
Whiffletree Bolts	List plus 10%
	Add to list
Nuts, 2 in. and smaller, square—Blank	$2 25
Do. Do. Tapped	2 75
Nuts, 2 in. and smaller, hexagon—Blank	2 50
Do. Do. Tapped	3 00

Terms—Cash in 30 days from date of shipment less 2%.

Wrought Washers Are Up About Five Per Cent.

Montreal.

WASHERS.—Jobbers' discounts to the trade on wrought iron washers is now 25 per cent. off the list. The old discount was 30 per cent.

Standard Wire Nails Advance 25 Cents

Montreal.

NAILS.—Standard wire nails have been advanced 25 cents per keg to $6.10 per one hundred pounds. This advance was not unexpected in many jobbing circles as the trade claims that they have been working very close to cost basis. The market is very firm at this price, and nails are extremely scarce and difficult to obtain. Cut nails are selling still at a base of $6.35 per keg.

Baling Wire Prices Have Again Advanced

Montreal.

HAY BALING WIRE. —Higher prices are effective for hay baling wire, No. 13 now selling at $6.45 per one hundred pounds; No. 14, at $6.55; No. 15, at $6.70. In addition to this the carlot arrangement of a lower differential is now abolished, all quantities taking the above prices. This is a reflection of the present shortage of raw material. Steel wire base price is now $6 per 100 lbs.

Higher Prices Now For Various Wares

Montreal.

WARES.—Extensive revisions have been made in the various discounts applying on all kinds of wares. Mention was made of a few distinct items last week and additional information to hand shows that the revision of discounts has been very extensive, a number of the important ones being as follows: Britannic ware advance 55 per cent., Colonial ware, 15 per cent., Premier, plus 17½ per cent.; White ware, 35 per cent.; Stamped ware, plain, 40 per cent.; Stamped ware, retinned, 33 1-3 per cent.; Copper bottoms, plus 80 per cent.; Tinner's trimmings, plain, 40 per cent.; Tinner's trimmings, retinned, 33 1-3 per cent.; Tinner's trimmings, general list, plus 33 1-3 per cent.; factory milk cans, plus 60 per cent.; milk can trimmings, plus 75 per cent.; railroad cans, plus 33 1-3 per cent.; sheet iron ware, list plus 45 per cent.; piece ware, ordinary list, plus 60 per cent.; piece tinware, copper bottoms lists, plus 80 per cent.; fire shovels, japanned, lists plus 45 per cent.; light galvanized pails and tubs, lists plus 45 per cent.; heavy galvanized pails and tubs lists, plus 35 per cent.; hollow ware at 30 per cent.; garbage pails, lists plus 30 per cent.; japanned coal hods, list plus 60 per cent.; galvanized coal hods, lists plus 75 per cent.; paper line boards, 20 per cent.; wood line boards, 5 per cent.; stove and other pipes, list plus 75 per cent.; stove pipe elbows, black and galvanized, list plus 45 per cent.

Sash Weight Prices Again Marked Up

Montreal.

SASH WEIGHTS.—Prices have advanced for sash weights. The present basis for solid is $6 per hundred pounds and that for sectional, $7.00.

Sulphide Paper Price Is Revised Upward

Montreal.

PAPER.—Prices on the six-foot heavy sulphide paper have been marked higher this week. The present basis is $8.50 per 100 lbs. on half ton quantities, or over, and for less than half tons, $8.75.

Ream Sandpaper on Higher Basis

Montreal.

SANDPAPER.—Prices are revised on ream sandpaper, and the present basis is 5 per cent. list, less 5 per cent. This is approximately a ten per cent. advance.

Rope Quieter But Prices Are Held

Montreal.

ROPE AND CORDAGE.—Prices have remained steady and unchanged on rope, and there has been somewhat of a quiet market condition. Sisal basis is 22½c; British, Beaver and New Zealand manila, 28 cents, and pure manila, 35½ cents per lb.

Little Interest Now in Old Material List

Montreal.

OLD MATERIALS.—Jobbers are selling some old material, but the condition have been much quieter in the past few weeks. Tendencies are easier all down the line and there are likely to be lower prices on a number of the old materials.

Dealers' Buying Prices.

Automobile tires	0 02½	0 03
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 08	0 09
Scrap zinc	0 07	0 08
Lead, heavy	....	0 07¾
Lead, tea	....	0 03½
Light copper	....	14 50
Heavy copper	....	18 00
Wrought iron, No. 1, per gr. ton	....	22 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	16 00
Stove plate, per ton	....	30 00
Heavy melting steel	....	22 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00
Machinery, cast (ton)	35 00	37 00

Hopeless For Present Is Sheet Situation

Montreal.

SHEETS AND PLATES.—For the immediate present there is, and will continue to be a great scarcity of plates. Black sheets in particular are very scarce, while there is scarcity, as well of many gauges of galvanized sheets. The market is naturally very strong.

BLACK SHEETS—		
10 gauge	....	9 00
12 gauge	....	9 05
14 gauge	....	9 10
16 gauge	....	9 35
18-20 gauge	....	9 40
22-24 gauge	....	9 45
28 gauge	....	9 50
GALVANIZED SHEETS—		
26 gauge	....	9 50
U.S. Standard—		
10¾ gauge	....	12 50
28 gauge	....	12 10
26 gauge	....	10 75
22 and 24 gauge	....	11 55
20 gauge	....	11 55
18 gauge	....	11 55
16 gauge	....	10 25
English Standard—		
26 gauge	....	12 25
28 gauge	....	12 50
24 gauge	....	11 65
22 gauge	....	11 30
18 and 20 gauge	....	10 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Iron and Steel Firm; May be Higher Soon

Montreal.

IRON AND STEEL.—Prices may be higher on iron and steel bars. The tendencies have been strong on kindred lines, and there is some feeling in jobbing circles that there will be an advance on the base prices ere long. The movement is fairly active, with stocks in fair shape, jobbers report.

IRON AND STEEL

Iron finish machinery steel		$4 95
Norway iron	13 50	15 00
Single reeled machinery steel		6 50
Spring steel		5 50
Sleigh shoe steel		4 90
Tire steel		5 10
Toe calk steel, per 100 lbs.		5 80
Band steel		5 80
Harrow tooth steel		5 05
Mining tool steel, per lb.		0 24½
Black diamond tool steel, per lb.		0 24½
Black diamond cast steel, per lb.		0 24½
Common bar iron, per 100 lbs.		4 55
Refined iron, per 100 lbs.		5 55
Mild steel		4 90

3-16 and thinner flats in iron or steel take extra 50c. per 100 lbs. over base and regular extra.

Lead Basis Easier; Products May be Less

Montreal.

LEAD PRODUCTS.—Prices are easier on pig lead in large quantities, and this will naturally tend to ease the undertone on other manufactured lead products. In the meantime there is a seasonably fair demand for these products at unchanged prices.

Lead pipe, per 100 lbs.	....	17 00
Lead waste, per 100 lbs.	....	18 00

Note.—Lead pipe is subject to a discount of 10%.

Lead traps and bends		List plus 30%
Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 14
Lead sheets, 3 to 3½ lbs, sq. ft., lb	....	0 13¼
Do., 4 to 8 lbs., sq. ft.	....	0 13

Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.

Solder, guaranteed, lb.	....	0 42
Solder, strictly, lb.	....	0 40½
Solder, strictly, commercial	....	0 37½
Solder, wiping, lb.	....	0 36
Solder wire (8 gauge)—		
40-60	....	0 39¼
40-55	....	0 42½
50-50	....	0 45¼
Zinc sheets, casks	....	0 16½
Do., broken lots	....	0 17

Dull Ingot Markets, With Prices Easing

Montreal.

INGOT METALS.—Prices are tending downward on ingot metals, and the markets are reported quite dull. Shaded quotations are being given out to the trade.

COPPER.—Advices report lower quotation at New York, although the prices of last week, 24 cents for electro, and 23½ cents for casting, are still quoted here.

TIN.—There has been quite a desire to liquidate holdings of tin, and for round lots prices several points below 60 cents are being quoted. In car quantities some is reported sold at around 57-58 cents.

LEAD.—This is easier in tone, with prices likely to soften still more. From 10 to 10¼ cents is being quoted.

ANTIMONY.—This, too, is quoted less, the tendencies being easier at 11½ to 12 cents.

ALUMINUM.—At 34 cents per lb., there appears to be ample stock of this to meet all local demands.

SPELTER.—At 10½ to 11 cents per lb., there is little trading.

TORONTO MARKETS

TORONTO, June 17.—Many revisions have been made on hardware prices and higher quotations are still the order, although some lines have been marked down. Silver flatware has lower quotations. Solder is also cheaper. Amongst the many lines having higher prices are bolts and nuts, which are about 10% higher. Shoe findings have a new higher list and the extras have also been increased. Conductor elbows have had a stiff advance. Wrapping paper, corrugated box fasteners and skate screws have also been marked up. The extras on wire have advanced. New higher booking prices have been made on furnace scoops and snow shovels. Ammunition prices have again been revised upwards. Pocket watches, ash sifters and washers have also been advanced in price.

The shortage of many hardware commodities has shown little relief and jobbers have been experiencing considerable difficulty in securing supplies from the manufacturers to replenish their diminishing stocks. The lack of production of iron and steel materials at the mills is a big factor for the scarcity of the finished product. The tie-up and congestion of freight shipments in transit also have a bearing on the case.

Jobbers state that business is very good considering the depleted condition of their stocks. Collections continue to come forward freely.

Corrugated Sheets Firm; Production Light

Toronto.

CORRUGATED SHEETS.—Manufacturers of corrugated sheets state that the situation has tightened up considerably in the securing of raw materials for the manufacture of their products and that no flat sheets are coming forward. This, they state, is entirely up to the mills who in turn say they are unable to secure cars to ship the material they have already on hand.

The demand is said to be heavy, although manufacturers state it has fallen off to some extent, but this they believe is due more to the fact that buyers realize the impossibility of securing immediate delivery and have temporarily dropped out of the market.

It is the belief of some that if some relief is not shown for this situation that the outcome will be serious and some have it that many operations have been held up already on account of not being able to secure sufficient supplies.

The present price tendency is still upwards, although no higher prices have been made and 7½ per cent. is still being quoted as the discount from the list.

Corrugated Sheets—	Per 100 square feet Gal'zd.	Painted
No. 28 gauge	$10.50	$ 8.50
No. 26 gauge	11.25	9.75
No. 24 gauge	16.75	12.00
No. 22 gauge	19.75	15.00
No. 20 gauge	23.50	19.25
No. 18 gauge	30.00	23.75

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Discount, 7½%.

Sheets and Plate Famine Shows No Relief

Toronto.

SHEETS AND PLATES.—Practically no relief has been shown in the situation on sheets and plates and famine at present is prevailing throughout this market, and while it is true that several jobbers have received cars of sheets they state the demand is so heavy and the need so great for sheets, that what have come to hand are only a drop in the bucket as it were.

The congestion of freight in transit is said to be one factor for holding up shipments and some state they have sheets still tied up in transit. However, it is believed that the main factor reaches back to the mills who seem unable to handle the business that is being offered them. It may be that they will be able to fill orders in larger volumes in the near future and this is what all concerns are hoping for, as it is believed that all wish to get away from the present unsatisfactory business of living from hand to mouth. The following prices are quoted merely as a guide, as it is stated that owing to the shortage very few could supply a full list of sizes. It is often found necessary to pay premiums over these quotations, say the jobbers, when they find it necessary to go into the local markets in order to secure stocks to fill their orders.

BLACK SHEETS

14 gauge	....	$8 95
16 gauge	....	9 00
18-20 gauge	....	9 45
22-24 gauge	....	9 50
26 gauge	....	9 55
28 gauge	....	9 65
3-16 inch plate	....	9 75
¼-inch boiler plate	....	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

BOLTS AND NUTS ADVANCE

BOLTS AND NUTS—Those having hopes for lower prices on commodities manufactured from iron or steel are due to a disappointment, as the tendency for nearly all lines composed of these materials is still upwards. Bolts and nuts are no exception to this rule and higher prices have again been made throughout the list. This new advance is approximately 10% higher than former prices and is quoted from a very firm basis. Manufacturers state that in part these advances are a result of the shortage of raw material and the labor unrest, while the shortage of coal is a very important factor. The new quotation published herewith is shown below.

Carriage Bolts ($1.00 list), ⅜ in. diam. and smaller, 6 in. and shorter	Net List
Do. Do. longer lengths	List plus 10%
Do. Do. 7-16 and larger	List plus 10%
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter	10%
Do. ⅜ in. dia. and smaller, longer lengths	List plus 10%
Do. 7-16 in. dia. and larger	List plus 10%
Sleigh Shoe Bolts, all sizes	List plus 10%
Coach and Lag Screws	15%
Square Head Blank Bolts	List plus 10%
Bolt Ends	List plus 10%
Plow Bolt, 1, 2, 3, Heads	Net List
Do. others	List plus 20%
Elevator Bolts, large head	List plus 10%
Do. corrugated heads	20%
Fancy Head Bolts	List plus 10%
Shaft Bolts ($3.00 list)	List plus 10%
Step Bolts, large head ($3.00 list)	List plus 10%
Whiffletree Bolts	List plus 10%
Nuts, 2 in. and smaller, square Blank	Add to List $2.25
Do. Do. Do. Tapped	Add to List 2.75
Nuts, 2 in. and smaller, hexagon—Blank	Add to List 2.50
Do. Do. Do. Tapped	Add to List 3.00

Terms—Cash in 30 days from date of shipment less 2%.

GALVANIZED SHEETS

	Premier		Apollo	
10¾ oz.	$12 00	$11 50	$12 00	$12 25
U.S. 28	11 45	11 70	11 45	11 85
U.S. 26	11 15	11 40	11 15	11 55
22 and 24	11 00	11 25	11 00	11 40
18 and 20	10 70	10 95	10 70	11 10
16	10 70	10 95	10 70	11 10
12 and 14	10 55	10 20	10 55	10 95

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Lower Prices on Some Lines of Silver Ware

Toronto

SILVER FLAT WARE.—A downward revision has been made on some lines of silverware, and the Oneida Community make has lower prices on some lines. Manufacturers state that this is not an indication of the tendency of the present market, but rather a readjustment of prices.

Wrapping Paper Has Higher Revised Prices

Toronto.

WRAPPING PAPER is on the list of advancing prices this week and kraft paper has again been marked up to higher levels, the new quotations being approximately 10 per cent. higher.

Wire Nail Prices Firm; Scarcity Not Relieved

Toronto.

WIRE NAILS.—Little improvement has been shown on the wire nail situation and jobbers state that nails are as hard to procure as ever, and that only light shipments are coming to hand. The demand is a very heavy one and seems to be daily increasing. Part of this, however, may be due to the inability of those in the market to secure sufficient supplies and are therefore forced to come into the market more often. The present quotation on wire nails is $6.10 per keg base, while the cut nails are quoted at $7.00 base.

Oiled and Annealed Wire Now Selling $6.45 Cwt.

Toronto.

WIRE.—The scarcity of wire of nearly all kinds is showing little signs of relief and jobbers state they have great difficulty in securing supplies from the mills. The demand is a heavy one and jobbers state their stocks are becoming very light, the prospects for replenishments are also said to be poor for immediate delivery and many are concerned for the future. An advance has been made on the extras of wire, and annealed now takes an extra 15 cents over the price of common bright, while the soft bright and oiled and annealed take an extra of 40c over the bright wire quotations. This new scale makes the present price on oiled and annealed wire $6.45 base.

Famine Prevails For Canada Plates

Toronto.

CANADA PLATE.—The local market is practically bare of Canada plate, and supplies are very hard to secure. One manufacturer stated to Hardware and Metal that if the situation is not soon relieved before the stove pipe season commences, that manufacturers may be forced to substitute galvanized iron or any other suitable metal available.

Shoe Findings Advance; Packing Extras Also Up

Toronto.

SHOE FINDINGS.—A new higher list has been issued for shoe findings of nearly all kinds and an advance of from 5 to 15 per cent. has been made all along the list. The packing extras have also been advanced.

Corrugated Box Fasteners Advance

Toronto.

CORRUGATED BOX FASTENERS are also among the list of advances this week and new and higher prices are quoted on this line as follows: The plain edge is 35 per cent. discount from the list, while the saw edge is quoted at 10 per cent. discount from the list.

Skate Screws Marked Up to 52½c Per Carton

Toronto.

SKATE SCREWS.—New higher revision of price has been made on skate screws. The ⅜ x 6 and the ⅝ x 6 are now being quoted at 52½ cents per carton.

New Booking Prices For Furnace and Snow Shovels

Toronto.

SNOW SHOVELS.—New booking prices are being made for snow shovels, and the new quotations are considerably higher than those formerly quoted last season. The new quotations, however, are not yet available, although it is stated that a very substantial increase has been made in the price.

FURNACE SCOOPS are also included on this list, and are a considerable advance over former prices.

Pocket and Glo Ben Watches Advance

Toronto.

WATCHES.—Higher prices have been made on the Pocket Ben watches, and the revision makes the new price $1.80 each. The Glo Ben has also been revised upwards to $2.80 each.

Wood Ash Sifters Now Cost Dealers $3.10 Doz.

Toronto.

ASH SIFTERS.—New and higher prices have been made on wood ash sifters. This line will now cost the dealer $3.10.

Ammunition Quotations Revised Upwards

Toronto.

AMMUNITION.—The price on the different lines of ammunition has been revised. The Dominion make is now quoted at a discount of 30 per cent., and 10 per cent. from the Canadian list. The Winchester and Savage is now quoted 27½ per cent. additional to the list, while the Remington Arms Union Met-

allic make is now quoted at list plus 17½ per cent.

Iron Washers Advance; Now 25% Discount

Toronto

WASHERS. — Higher prices have again been made on iron washers by a lowering of the discount. The new discount is now being quoted at 25 per cent. off the list in place of a former 35 per cent. off the list.

Conductor Pipe Elbows Quoted List Plus 40%

Toronto.

CONDUCTOR ELBOWS.—New and higher prices have been made on conductor pipe elbows, the advance being quite a stiff one. The new quotation is an additional 40 per cent. to the list.

Waste Materials Weaker; Tendency Downward

Toronto.

WASTE MATERIALS.—The tendency for materials of nearly all kinds is still downwards, and while no lower prices have yet been made there seems every possibility that a decline may take place, it is stated. However, it is hard to predict anything like the future tendency, as it may be with the increasing activity of the railroads, factories and industries will again speed up, and should this be the case the demand would again stimulate the markets for nearly all waste materials, with the result that price will firm considerably and probably advance. Iron and steel, which up to recently has held at such firm high figures, is considerably easier and the tendency is now downward. The following are the present quotations:

WASTE MATERIAL	
No. 2 busheling	13 00
Stove plate, per ton	32 00
Yellow brass	0 10
Red brass	0 15¾
Light brass	0 08
Scrap zinc	0 06½
Heavy copper	0 17
No. 1 machinery cast	38 00
Heavy melting steel	15 00
Wrought iron No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes	0 06
Overshoes, lumbermen's rubber boots	0 04
Bicycle tires	0 01½
Automobile tires	0 03
Heavy lead pipe	0 05¾
Tea lead	0 11

Boiler Tubes Have Good Demand; Firm

Toronto.

BOILER TUBES.—Stocks are said to be getting quite low on boiler tubes and jobbers state that only light shipments are coming forward and in most cases that these have been ordered months previously. Some state the demand is not so heavy as was expected, while others state the demand has been unusually heavy since early spring but believe this is due to the buyers not being able to secure all their requirements and again come in the market for a duplicate order.

The skelp situation seems to be at the bottom of the trouble and little improvement is shown in the delivery of skelp from the mills. The present great shortage of coal is said to be one of the main factors, although it is believed that the scarcity of iron and steel generally also has considerable bearing on the case.

The following quotations are more or less nominal, as jobbers state it is often necessary for them to go into the market and purchase boiler tubes at a premium in order to fill their orders. Especially is this so of special sizes.

BOILER TUBES—	Seamless	Lapweld
1 inch	$23 00	.....
1¼ inch	32 00	.....
1½ inch	33 00	.....
1¾ inch	35 00	30 00
2 inch	34 00	30 00
2¼ inch	38 00	33 00
2½ inch	47 00	37 00
3 inch	53 00	47 00
3¼ inch	.....	54 00
3½ inch	70 00	49 50
4 inch	98 00	64 00

Iron and Steel Bars Firm; Show No Change

Toronto.

IRON AND STEEL BARS.—The demand for iron and steel bars continues to keep up and fair volumes are moving. Warehouse stocks are none too heavy, although jobbers state they are able to take care of their orders. Fresh replenishments are coming in very slowly and prospects do not look very bright for the near future. Some have it that the mills are working under considerable difficulties and the production is very much reduced owing to different disruptions which are almost daily occurring. The coal shortage is also a very important factor and some state the shortage of coal is steadily curtailing the output and hindering production. The present prices remain unchanged, although quotations are very firm and are as follows:

Common bar steel, 3-16 and light	6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and heavier	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 25
Sheet cast steel	
Mild steel	5 75
Norway iron	16 25
Toe calk iron	6 70
Sleigh shoe steel	5 75
Hoop steel	6 75

Solder Prices Drop From 1 to 3 Cents Per Lb.

Toronto.

LEAD AND ZINC PRODUCTS. — A decline has again been made on solder and new lower prices have been made. Wire solder is now quoted at 43 cents per lb., while the strictly is quoted at 35 cents per lb. Commercial 33 cents, guaranteed 39 cents, while the wiping solder has been marked down to 33 cents per lb. These reductions vary, some having been reduced 1 cent, while others have been revised downwards to the extent of 3 cents per lb.

While the tendency on basic metal is downwards, lead, lead pipe and waste, traps and bands, etc., continue unchanged, although the present quotations are weak. Whether lower prices will be made on lead products in the near future is hard to say, as there are so many factors entering into the situation, and while it is true that the cost of the raw material is declining there is also the cost of manufacture to contend with, which is said to be quite an item. Below is a new table showing the present prices:

Lead pipe, list, per lb.	0 17
Lead waste pipe, list, per lb.	0 18
Do., over 8 in., list, per lb.	0 19
Lead traps and bends	add 30%
Lead wool, lb.	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 13
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 43
Solder, strictly, lb.	0 35
Solder, commercial, lb.	0 33
Solder, guaranteed, lb.	0 39
Solder, wiping, lb.	0 33
Zinc sheets, per lb.	0 19

Tin, Lead, Spelter, Copper Have Downward Tendency

Toronto.

INGOT METALS.—The tendency on nearly all metals is for downward prices, the buying is rather dull. Although former prices have been made on the primary markets this is offset by the exchange situation and no change has been made in the present quotations.

SPELTER.—The tendency for spelter is still for weaker prices. Although no change has been made the present quotation being 10½ cents per lb.

TIN.—Considerably weaker prices are being quoted for tin on the primary markets, although the local markets show no change in price. This, however, is attributed to present exchange situation. The present price is quoted at 60 cents per pound.

ANTIMONY stocks continue light and the buying movement has also fallen off, it is stated. The tendency is still downward. Although no change in price has been made, 15 cents per lb. still being the quotation.

LEAD.—No change has yet been made in the price of lead, although the tendency is still downward, and it is stated that little surplus lead is to be found. The present quotations remain at 10½ cents per lb.

COPPER.—The market continues dull for copper, although the quotation remains unchanged at 24 cents.

ALUMINUM shows no change in price. The demand is also very light. Recent quotations are around 37 cents per lb.

LONDON MARKETS

LONDON, June 17.—The tendency for prices of nearly all hardware commodities is still upwards and many basic lines have new higher prices this week. Bolts and nuts are chief on the list, having been marked up 10%. Ammunition prices have been revised upwards. Casters and steel sash pulleys have higher quotations. Remington rifle prices have been readjusted. Common door keys are also amongst the latest price changes. Lantern globes and pineapple snips have also been revised upwards.

Many seasonable spring lines are moving well, including garden and harvest tools, screen wire cloth, poultry netting, Paris green, garden hose and fittings, refrigerators, hammocks, hammock hooks and chains, etc.

All in the trade express themselves as satisfied with the present business, which is very brisk at present. Prices are very firm and the peak for higher prices does not seem to have been reached as yet and further advances in some lines would not be unexpected.

Collections are very satisfactory and money at present seems quite plentiful.

Bolt and Nut Prices Again Revised Upward

London, Ont.

BOLTS AND NUTS.—New and higher prices have again been made for bolts and nuts and take the form of a very sharp advance, the new price being approximately ten per cent. higher. The situation which has developed in the manufacture of nearly all products of iron or steel is causing great inconvenience to all concerned and has a tendency to raise the prices on nearly all commodities manufactured from this material owing to the advanced cost of manufacturing. The following is the new list of quotations:

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, long lengths, plus 10%.
Carriage Bolts ($1 list), 7-16 in. dia. and larger, plus 10%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, plus 10%.
Machine Bolts, 7-16 in. dia. and larger, plus 10%.
Sleigh Shoe Bolts, all sizes, plus 10%.
Coach and Lag Screws, 15%.
Square Head Blank Bolts, plus 10%.
Bolt Ends, plus 10%.
Plow Bolts, Nos. 1, 2, 3, net.
Plow Bolts, all other Nos., list, plus 20%.
Elevator Bolts, large flat head, plus 10%.
Elevator Bolts, corrugated head, 20%.
Fancy Head Bolts, plus 10%.
Step and Shaft Bolts ($3.00 list), plus 10%.
Whiffletree Bolts, plus 10%.
Nuts, Square Blank, add $2.25 to list.
Nuts, Square Tapped, add $2.75 to list.
Nuts, Hexagon, Blank, add $2.50 to list.
Nuts, Hexagon, Tapped, add $3.00 to list.
Terms—2% 30 days.

New Quotations Made on Faultless Casters

London, Ont.

BED CASTERS. — New quotations have been made on bed casters and some makes have been revised upwards. The Faultless will now cost the dealer more, having come under this latest revision. The new quotation on the E/2/6 is 45 cents per set, while the F/2/6 is 60 cents per set.

Steel Sash Pulleys Now Cost 90c Doz.

London, Ont.

SASH PULLEYS are also among the higher revised prices this week, and the steel number 12 have been marked up to 90 cents per doz.

Lantern Globes Have New Higher Quotations

London, Ont.

LANTERN GLOBES. — Among the many price changes this week is found lantern globes, which have been marked up to higher levels. The glass situation generally is very unsettled. The tendency is for higher prices on many lines. The following are the new quotations on lantern globes:

Short and Long Patterns—1 doz. to case, $1.20 doz.; 3 doz. to case, $1.15 doz.; 6 doz. to case, $1.10 doz.

Ammunition Prices Have Been Revised

London, Ont.

AMMUNITION.—The Dominion ammunition is now being quoted at a discount of 30 per cent. and 10 per cent. off the list, while the Winchester is quoted at list, plus 27½ per cent.

Pineapple Eye Snips Marked Up to $3.65 Doz.

London, Ont.

PINEAPPLE EYE SNIPS are selling at higher prices this season, the new quotation being $3.65 per doz.

Remington Rifles Have Readjustment

London, Ont.

REMINGTON RIFLES. — Readjustment has been made on the prices of Remington rifles, and the new revised quotations are shown herewith, and are as follows:

Present Prices—No. 6 x 22 or 32 cal., $11.68 each; No. 12A x 22 cal., $31.79 each; No. 12C x 22 cal., $35.65 each; No. 14A x 30 or 32 or 35 cal., $65.12 each.

Common Door Keys Marked Up to 35c Doz.

London, Ont.

DOOR KEYS. — New and higher prices have been made on common door keys and the number 7792½, also the 7793, are being quoted at the new price of 35 cents per doz.

Wire Nails Becoming Scarce; Price Firm

London, Ont.

NAILS.—A brisk demand continues to be made for wire nails and jobbers state they are having difficulty in securing sufficient supplies to fill their orders. The situation as regards securing replenishments from the mills is said to have shown little change and deliveries are as hard to secure as ever and few, if any, are able to secure immediate delivery and in many cases have booked months ahead and are still waiting for the shipments, it is stated. However, the mills state they have been under considerable disadvantage and that owing to coal shortage, labor unrest, scarcity of raw material and other factors have considerable difficulty in keeping up their production. The present quotation on wire nails is very firm and is quoted at $6.10 base, while the cut is quoted at $7.50 base.

No Lower Prices Have Been Made on Rope

London, Ont.

ROPE.—With the near approach of haying season rope is beginning to move in good quantities for this purpose and many are looking for a good volume of business from this source. Other sources are continually opening up for the use of this commodity and all in the trade seem to be enjoying good season for rope of nearly all kinds. The following are the present quotations:

	Per lb. base
Pure Manila	0 35½
Beaver Manila	0 28
New Zealand Hemp	0 28
Sisal	0 22½

Garden and Harvest Tools Have Brisk Demand

London, Ont.

TOOLS, GARDEN, HARVEST, etc., continue to move very freely and the demand continues to be very satisfactory. The harvest and garden tools continue to sell at 50 per cent. and 10 per cent. discounts from the list, while spades, shovels and scoops continue to sell at 35 per cent. discount from the list.

Screen Wire Cloth Has Brisk Demand; Firm

London, Ont.

SCREEN WIRE CLOTH continues to have a big demand, and according to some should the balance of the season show as good returns as that already

explained, some will have had one of the best seasons experienced for sometime back. The quotation remains unchanged and the black painted continues to sell at $3.60 per hundred square feet, while the galvanized is unchanged and is still quoted at $4.25 per hundred square feet.

Poultry Netting Scarce; Price Remains Unchanged

London, Ont.

POULTRY NETTING.—A very good demand continues for poultry netting, although it is believed the stocks generally are light. Jobbers state they still have difficulty in securing their supplies from manufacturers. This is also said to be true of nearly all wire products and is said to be due to a situation which has developed at the mills caused by the shortage of coal and raw material as well as labor disturbances and other factors. The Canadian two-inch mesh poultry netting is quoted at net list. The one-inch mesh continues to sell at an additional five per cent. to the list.

Paris Green Has Good Demand; Also Sprayers

London, Ont.

PARIS GREEN AND SPRAYERS.—A steady sale is being made for Paris green, although some state that dealers still have light stocks. Sprayers of many kinds are beginning to move freely and many are looking for a good turnover in this line. Some of the present quotations are as follows:

Sprayers—Tin Well, $6.00 doz.; Glass Jar, $9.00 doz.

Compressed Air—Eureka, Galv'd, No. 110, $7.00 each; Eureka, Brass, No. 111, $9.50 each; Sturdy, Galv'd, $6.15 each.

Paris Green—½-lb. pkgs., 58c lb.; 1-lb. pkgs., 56c lb.; 25-lb. drums, 54c lb.; 50-lb. drums, 53c lb.; 100-lb. drums, 53c lb.; 250-lb. kegs, 52½c lb.; 600-lb. casks, 52c lb.

Rubber Garden Hose Is Having Big Demand

London, Ont.

RUBBER HOSE.—Nearly all in the trade are very well satisfied with the business that has already been handled this season for garden hose of nearly all kinds, and large volumes are continuing to move out daily. Manufacturers state they have some difficulty in keeping up with the demand. Some of the present quotations are as follows:

3 ply—½ in., 14½c ft.; ⅝ in., 17c ft.; ¾ in., 19c ft.

4 ply—½ in., 16c ft.; ⅝ in., 19½c ft.; ¾ in., 21c ft.

5 ply—½ in., 18c ft.; ⅝ in., 21c ft.; ¾ in., 23c ft.

Corrugated—½ in., 23c ft.; ⅝ in., 26c ft.; ¾ in., 29c ft.

Corr. in 500-ft. reels, less 5%.

Fence Wire Scarce; Stocks Getting Low

London, Ont.

FENCE WIRES.—The demand generally for fence wire of nearly all kinds is a very heavy one and warehouse stocks are becoming very low. Jobbers state they are unable to secure anything like sufficient quantities from the manufacturers; especially is this true of number 9 galvanized wire, and prices for this line are on application only. Barbed wire stocks are also very low and the local quotations are around $6.75 per hundred lbs. The number 11 oiled and annealed wire is holding at a very firm price of $6.37 per hundred lbs. and the number 12 at $6.45 per hundred lbs.

Refrigerator Prices Firm; Unchanged

London, Ont.

REFRIGERATORS. — The warmer weather has brought out a very good demand for refrigerators, and the volume moving is very satisfying to all in the trade. No change in price has been made, although present quotations continue very firm. The household continues to sell at 40 per cent. discount off the list, while the grocers' is quoted at 35 per cent. off the list.

Hammocks, Hooks and Chains in Good Demand

London, Ont.

HAMMOCKS.—A very good demand has started in for hammocks of nearly all kinds, and prospects seem very bright for a good season. Quotations are very firm and prices range from $20 to $100 per doz.

HAMMOCK HOOKS are also in good demand, and the price on the number 128 to screw in is $1 per doz., while the number 138 with the plate is quoted at $1.10 per doz.

HAMMOCK CHAINS.—The demand for the above has also stimulated the movement of hammock chains and a good volume of business in this commodity is being handled. The price on the 3 foot is quoted at $7.20 per doz. pair, while the 4 foot is quoted at $9.60 per doz. pair and the 6 foot at $14 per doz. pair.

Ice Cream Freezers and Dishes Selling Well

London, Ont.

ICE CREAM FREEZERS. — A very satisfactory seasonable demand is being made for ice cream freezers and sundries of all kinds. No change in price has recently been made, although present quotations are very firm. Ice cream dishes are also in good demand, and many have started in to procure their season's requirements. The following are the quotations on some lines:

Ice Cream Freezers—Blizzard—2 qt., $4.00 each; 3 qt., $4.75; 4 qt., $5.85; 6 qt., $7.40; 8 qt., $9.15.

Ice Cream Dishes—24, 20 and 16 to the quart, $2.25 each.

Putty Prices Very Firm; Stocks Light

London, Ont.

PUTTY.—Considering the season of the year putty is having a good sale and repeat orders are very significant of the present demand. There is still a tendency for scarcity of many brands; this, however, is attributed to the great scarcity of whiting, which as yet has not been overcome. The present price is very firm, although unchanged, and is quoted as follows:

	Per 100 lbs.
Standard, 100-lb. drums	$ 8 30
Standard, 25-lb. drums	8 55
Pure, 100-lb. drums	10 80
Pure, 25-lb. drums	11 05

No Change in Price of Window Glass

London, Ont.

WINDOW GLASS is having a very good demand for this season of the year, and it is believed that many are putting in their lights now so as to avoid confusion later on in the fall when there is usually such a rush. Little change is made in the price, although present quotations are very firm. The single and double diamond are still quoted at 1 per cent. off the list, while the cut lights take a discount of 40 per cent. off the list.

No Lower Prices Yet Made For Linseed Oil

London, Ont.

LINSEED OIL has a very heavy demand, although stocks are still very low. The situation has shown little change since last week and shipments of seed have been coming very slowly, it is stated. This in turn checks the production of linseed oil. The following are the present quotations:

	Raw	Boiled
1 to 2 barrels, gal.	$2 87	$2 90
3 to 5 barrels	2 86	2 89
6 to 9 barrels	2 84	2 87

Turpentine Scarce; Deliveries Delayed

London, Ont.

TURPENTINE.—A heavy demand is coming forward for turpentine. This, however, may be due to the very great scarcity which is at present prevailing. The situation having shown little improvement over the conditions prevailing for sometime past and while it is true that some turpentine has been coming in, the supplies are not sufficient to satisfy the demand. The present price is very firm, although no change has been made. The price, however, is considered a high one and some are looking for lower prices in the near future providing sufficient shipments of turpentine come to hand. The following are the present quotations:

1 barrel lots, gal.	$3 80
2 to 4 barrels, gal.	3 79
5 gals., per gal.	3 95

White Lead in Oil Prices Firm; Unchanged

London, Ont.

WHITE LEAD IN OIL.—A very good business is being transacted in white lead and oil, and all in the trade seem to be enjoying a very good business. The present price is very firm, although no change has been made. The pure in ton lots continues to sell at $20.45 per hundred lbs., and in less than 10 lots, $20.80 per hundred lbs. The Elephant hundred lbs., and in less than ton lots, and $21.30 in less than ton lots.

WINNIPEG MARKETS

WINNIPEG, June 17.—Prices on hardware commodities continue to advance and this week's budget is no exception to the rule, higher prices having been made on saw sets, tie-out chains, roofing caps, road scrapers, wringer rolls, coal oil, gasoline, tee pipes, wall plaster and alarm clocks. As will be noted, the changes for the week involve the manufactured product, a condition that is clearly understood and accepted, owing to previous repeated advances on the raw and basic materials, which has shown by previous market bulletins affected the manufactured article accordingly. Little noticeable improvement has occurred to date in relief of the existing transportation problems and many important lines that are urgently needed to replenish practically exhausted stocks are coming through but slowly, and in insufficient quantities, it is claimed. The embargo recently placed on United States lines still continues to be a detrimental factor in the securing of greater and more satisfactory quantities of many of the important lines necessary to assist in relieving the situation. Crop conditions to date are said to be highly satisfactory. Business generally also continues good.

Saw Set Prices Are Revised Upwards 17%

Winnipeg.

SAW SETS.—New prices are named on Taintor saw sets, which show an approximate 17 per cent. increase over the old. Little need be said as to the cause of this advance when it is considered that metal is the basic material of this line, which, as is known, has advanced considerably and regularly in the past, a condition that must needs prove an influencing factor in regulating the prices of the manufactured product. The latest prices quote: Saw Sets—Taintor, $21.00 per dozen.

Higher Prices Are Named on Tie-out Chains

Winnipeg.

TIE-OUT CHAINS are again revised upwards to the extent of a further 15 per cent. The chief reason given for this latest increase is the greatly advanced cost of raw material, to which can be added increased operating costs. The new prices are quoted net, and are as follows:

Tie Out Chains—Electric weld, No. 0 x 30, $17.25; No. 0 x 40, $22.50; No. 0 x 50, $27.75; No. 00 x 30, $19.50; No. 00 x 40, $24.75; No. 00 x 50, $31.15 per dozen.

Tin Roofing Caps Advance About 40%

Winnipeg.

TIN ROOFING CAPS.—An exceptionally heavy advance affects tin roofing caps to the extent of 40 per cent. on previous prices, a condition said to be due to the adverse conditions of the markets. To-day's prices, which at present appear firm, show: Roofing Caps—Tin, $12.00 per 100 lbs.

Road Scrapers Advance an Approximate 19%

Winnipeg.

ROAD SCRAPERS. — Late market changes affect and advance road scrapers, which as a result are 19 per cent. higher than previous quotations. Greatly advanced cost of material is named as the chief cause responsible for the new change. Present quotations are listed as under:

Road Scrapers—Columbus, No. 1, $20.50; No. 2, $19.50 each. Winner, No. 1, $18.50; No. 2, $17.50 each.

Wringer Rolls Have Advanced About 30%

Winnipeg.

WRINGER ROLLS. — Revised prices appearing on wringer rolls advance this line an approximate 30 per cent. on previous lists, an occurrence said to be due to the highly advanced prices of raw material, namely rubber and iron. Considering the long period of stability shown by this line the new increase is to be expected, although it must be admitted the same is inclined to be of somewhat heavy character. New prices are listed in the following order:

Wringer Rolls—Without logs, size 10 in., $2.05; 11 in., $2.45 each; with logs, size 10 in., $2.20 each; 11 in., $2.50 each.

Tee Stove Pipes Have Advanced 35%

Winnipeg.

TEE STOVE PIPES.—Prices on tee stove pipes have been revised upwards and show a 35c increase as a result. Whether this change occurring on only the one style of pipe is the forerunner of further changes yet to come, has not yet been ascertained. Other types of pipe remain firm at present. Present changes involving this line quote: Tee Stove Pipe—Size 6 in., $4.65; 7 in., $5.00 per dozen.

Coal Oil and Gasoline Prices Withdrawn

Winnipeg.

GASOLINE, ETC — All prices on coal oil and gasoline are again withdrawn by the oil companies, and temporary quotations are now prices ruling on date of shipment. The latest change does not extend any hope of better conditions prevailing in this market than has been experienced for some time, and on the issuing of the new lists it is anticipated that the prices will be of greatly advanced character. General conditions pertaining to this market continue to be of an unsettled and unsatisfactory nature.

Wall Plaster Quotations Are Revised Upwards

Winnipeg.

WALL PLASTER.—New prices are named on wall plaster which results in an approximate 5 per cent. raise on old prices. Higher operating costs and advanced transportation rates are named as two of the chief causes for the new increase. Prices now ruling are listed as follows:

Wall Plaster—Empire wood fibre, paper sacks, $20.50; jute sacks, $24.30 per ton.
Hard Wall No. 1, paper sacks, $20.50; jute sacks, $24.30 per ton.
Gold Dust Finish, No. 2, paper sacks, $20.50; jute sacks, $24.30 per ton.
Empire Finish, paper sacks, $24.30; jute sacks, $28.50 per ton.

Alarm Clocks Also Show New Increase

Winnipeg.

ALARM CLOCKS.—Two well-known lines of alarm clocks are included in the week's changes and are advanced an approximate 20 per cent. as a result. Although the cost of raw material and manufacturing costs, etc., have advanced considerably in recent weeks, the latest change on considering previous repeated revisions, places these lines at high level for goods of this type. The new prices, however, it is thought, are firm, and no further change at present looked for. Prices ruling to-day are:

Alarm Clocks—Big Ben, $4.05; Baby Ben, $4.05; Sleepmeter, $2.75 each.

Heavy Advance Raises Sheet Zinc 7c Per Lb.

Winnipeg.

SHEET ZINC.—Present market activities also include sheet zinc in the changes, with the extra heavy showing of practically 35 per cent. increase The sheet and plate situation still continues to be a source of trouble to the trade, stocks are deplorably low and fresh supplies difficult to procure. Sheet zinc is no exception in the existing conditions, hence the new advance. The price on this line is now quoted at: Sheet Zinc—Plain, 25c per lb.

Heavy Demand Depleting Poultry Wire Stocks

Winnipeg.

POULTRY WIRE. — Exceptionally heavy demand is greatly depleting available stocks of poultry fencing, dealers claim, many of the standard sizes being now sold out, with little possibility of se-

curing further supplies in any great quantity. Prices to date are holding firm, although it is thought changes may occur at an early date. Prices now ruling are listed in the current market quotations.

PITTSBURGH MARKETS

PITTSBURGH, June 17.—There has been an increase of about one-third in steel production to date, from the low point caused by the recent rail strike, the rate being now only a few per cent. under the rate of last March, the highest rate since October, 1918.

The American Iron and Steel Institute reports a production in May of 2,883,164 gross tons of steel ingots, by 30 steel companies which in 1918 made 84.03 per cent. of the entire production of the industry. Using this proportion as a basis, and taking account of the number of working days in the month and year, it appears that production of steel ingots in May by the whole industry was at the rate of about 41,050,000 gross tons a year. The average rate for April had been about 37,550,000 tons, but in the forepart of April the rail strike was only affecting the Chicago district, the other districts proceeding at the high rate they had attained in March, when the industry was making ingots at the rate of about 45,200,000 tons a year. The low point in production fell in the third and fourth weeks of April, and for a short time production was probably under 34,000,000 tons a year. There having been a progressive improvement during the greater part of May, the 41,050,000-ton average for the month suggests that production at the close of the month was at about 43,000,000 tons, and there has been a further increase thus far this month, so that attainment of a 45,000,000-ton rate before the end of this month seems rather probable.

These comparisons have great significance. Since the armistice there have been two scarcities, the first being a scarcity of orders at steel mills, the second a scarcity of steel on the part of consumers. At no time since the armistice has there been anything like full production except in February and March of this year. Full production, therefore, has not been tested out, for two months of full production would not furnish a test, when all buyers had been absolutely bare of stocks. The stocks normally carried by jobbers and manufacturing consumers, for the ordinary and convenient prosecution of their business, amount to several weeks of production. It is probable that the rail strike of April and the great curtailment in deliveries that ensued, found not a few consumers with fair sized stocks, accumulated in the brief space of two months, otherwise the curtailed deliveries of steel would have caused still greater hardships than were apparent. If steel production and deliveries had continued at the March rate, it is quite probable that steel would now be so plentiful. Now the production rate is being restored. It is true that some members of the trade continue to speak of there being barriers to full operation of the steel industry, but it does not seem at all logical to assume barriers to the production of steel and not at the same time take into account that unfavorable conditions would also affect the disposition of people to consume steel. The natural presumption would be that if the steel consumers can function the steel producers can also function. The steel making capacity has increased 50 per cent. since before the war and it is yet to be seen whether the steel demand has also increased 50 per cent.

Traffic Conditions

The major testimony is that rail traffic conditions have experienced a further improvement in the past week, though a few observers claim there is no really definite improvement. The general feeling among the mills is a sanguine one as to the nearby future of transportation. The argument is that while thus far the improvement has been slow, in the number of cars furnished for loading and in the time required to get shipments through, it is always the case with a traffic congestion that the beginning is the difficult thing. Once some little inroads on the jam are made the work of clearing it becomes easier and easier, the effects being cumulative. Thus the more common prediction is that within a very few weeks rail conditions will be normal. That would mean simply that the railroads would be able to furnish the furnaces and mills with full supplies of raw materials, and be able to take away the current production of steel. Even at this time the shipments of steel, though increased, are somewhat under the production. Normal operation of the railroads, however, would not take care of the large accumulation of steel that would be left at mills, for moving that steel would mean the railroads taking an overload. The common prediction, therefore, is that it will be a long time, say two to four months, before all the accumulated steel at mills is cleared off. Even with an ample car supply, it takes time and labor to pick up the steel and load it, while furthermore it must be remembered that some of the accumulated steel is in billet, sheet bar and ingot form and requires further rolling. A stock of ingots can be worked off only gradually, by the blooming mill working a few per cent. above normal.

Steel Corporation Tonnages

The Steel Corporation continues its remarkable sales record, the unfilled obligations having increased during May by 580,719 tons, bringing the total June 1 to 10 940,466 tons. This is equal to the tonnage that would be produced in 8.2 months, working at full rated capacity of 52,500 tons per working day, or nine months, working at 90 per cent. of capacity. A few months ago, when the independents were advancing their prices and hoping the Steel Corporation would do the same, the claim was made that the corporation could not continue its adherence to lower prices, as it would soon become hopelessly oversold and its customers would be unwilling to buy for the late deliveries which alone the corporation could offer. A test showing the incorrectness of this reasoning was furnished in May. The independents, sold up in few cases for as much as four or five months, had a dull market, while the Steel Corporation, sold up for an average of eight or nine months, had an active market. The case was simply that buyers expected the independent prices to come down eventually to the Steel Corporation level, hence would not commit themselves any distance ahead, while they had great confidence in the Steel Corporation prices and would place with the corporation all the tonnage that would be accepted. The increase in unfilled tonnage in May, 580,719 tons, was equal to 44 per cent. of the corporation's capacity for the month, and estimating the shipments at 68 per cent., production having been perhaps 85 per cent., the bookings appear to have been about 112 per cent., or 12 per cent. over capacity and 65 per cent. or so over shipments.

The steel market is quiet, but is plainly carrying out the program one would expect. The mills previously getting the highest prices, because able to make prompt shipment on account of having but little business on books, have had to come down in prices. The mills sold up for several months have not had occasion to do so, and presumably will maintain their prices as long as they have unfilled orders on books at those prices.

Pig iron is dull and unchanged.

Western Coal Men Fear Shortage of Fuel

WINNIPEG.—Winnipeg coal dealers are not optimistic over the prospects of the West obtaining an adequate supply of hard coal for next winter, even at the present price of $21.50 a ton. Coal is not arriving at the head of the lakes in the average volume of previous years and conditions at the mines do not warrant expectation of increased production to make up the deficit in the present supply later on in the season.

Optimists who looked for an improvement in the United States railroad service with the return of the roads to private ownership, have been disappointed. The roads have fallen down hopelessly in moving the grain crop to centres of distribution.

Taking the Dullness Out of Summer Paint Sales

Clerks' Vacation Brought Busy Week of Paint Selling in Mid-Summer—Offering Inducements to Automobile Owners' Trade—Effective Handbill Distribution.

IN the paint business July and August have come to be looked upon as about two of the dullest months in the year, and this is true not only in the larger cities but follows out in the smaller towns as well.

Live merchants are not content to simply let things take their natural course. For there are many new and novel sales and advertising plans which will keep things going during these usually dull months—if they are utilized.

We are giving a few suggestions herein; some of them are new and many have been tried by other merchants and proved good business getters. Many of your clerks have their own list of friends and acquaintances, aside from those people who come into the store as regular customers. An Ontario dealer took advantage of this friendship on the part of the clerks with an interesting contest plan. As is the usual policy, each of these clerks have been in the habit of having two weeks' vacation during the summer months. This paint retailer paid them their usual salary for one week and the other week was to be taken at their own expense, but he tempered this with the announcement that whoever made the largest number of individual sales during a certain week would receive a two weeks' vacation with regular salary for both weeks.

For a second week the prize would be given to the clerk whose sales were greatest during that week; thus you will note there were two prizes and the contest covered a period of two weeks.

This wide-awake dealer furthered this plan by preparing advertising matter explaining the contest and mailed it to all the regular customers of the store, and each clerk was supplied with as many copies as he desired for personal distribution to his friends, acquaintances, etc.

A very lively interest is reported on the part of the clerks in this plan, for they went after their friends, and these friends in turn used their influence with their relatives, friends and acquaintances in order to assist the clerk who they were anxious to see win the prize.

Now you know how it is yourself about going into a store and having some one clerk wait upon

A recent article dealing with the sale of paint, as appearing in "Hardware and Metal," emphasized the importance of having the department located near the front of the store so that the customer would not have to pick a way among rolls of building paper, cans and other such articles, to the rear of the store where the paint department was to be found in a dark corner. The paint department shown herewith is well arranged for a small store which cannot boast an exclusive section for its paint. A neatly arranged display of brushes is shown in conjunction and it will be noted the paint is well arranged on the shelves with an index so that even a new employee would have no trouble putting his hand on the color and size of can required by the customer. Color cards are prominent and to this medium is added the service of the store employees who advise customers as to their requirements.

Moore's

"Save the surface and you save all" *Paint & Varnish*

House Paints

Guaranteed for Service

Moore's well known paints and varnishes are sold on an absolute guarantee of satisfaction or money refunded. The dealer never has to refund the money. This popular line of paints is manufactured for service, and they give it in the highest degree. Consumer satisfaction is assured when Moore's are sold. A Moore Agency for Paints, Varnishes and Muresco means bigger and better profit, new customers and repeat orders. We shall be only too pleased to supply any enterprising dealer with Color Cards and details of this splendid agency plan on request.

Ask About Our Agency Proposition

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

If interested, tear out this page and keep with letters to be answered.

you whom you know. You have a preference for this sales person and have an interest in him, therefore, with a plan of this kind, your trade will be very much interested in the men behind the counter and will anticipate their wants, save them and even increase their planned purchases in order to favor the clerk they have in mind.

The result of the plan outlined was a very busy week for Mr. Paint Seller, in which a larger volume of sales was shown than for corresponding weeks during the previous years.

Getting Farmer Trade

Do not overlook the outlying trade in your territory. Many of the people come into town in automobiles and a great many of your people in your immediate vicinity also have cars. It is well then to make some special inducement for the automobile owners' trade. Many paint and hardware stores carry gasoline, and one dealer recently announced that during July and August a gallon of gasoline would be given free when filling tanks at his store. He had this announcement printed on an attractive postal card showing a picture of the store, which helped to identify his place of business, brought his name forcibly before the public, and these cards were mailed to every automobile owner within a radius of twenty miles, having first, of course, secured an up-to-date list of automobile owners for the purpose.

You see the "something for nothing" idea always brings a good crowd, and in this instance many new customers were made, for when they came to get the gasoline, many came into the store, and effective advertising displays and good selling on the part of the clerks and owner created many a new sale. While the gasoline tank was being filled special attention was called to new paints, varnishes, automobile cleaners, carbon remover, top dressings, etc., which this store carried.

The paint merchant in mind reports that splendid results were obtained from this little plan.

Effective Handbills Distribution

Handbills which are properly prepared, which are striking in appearance and tell a quick, effective story will bring good results. A Western paint store proprietor recently secured a good mailing list of all his regular customers and others that he desired as customers, and used this list for a timely mailing of circulars, giving current prices of paint, barn paint, etc., and made an attractive list of goods for the average house owner, but he took precaution to note that the use of this circular idea did not result in waste or loss.

The first thing he did was to buy a numbering machine, and before mailing the circulars he numbered them consecutively. The circulars bore the announcement that twenty of the numbers were prize winners. This was featured in large type. He told the people to bring the circulars when they came to trade at his store, as it was necessary to present them with the right numbers in order to secure the prizes.

This paint retailer selected for this purpose twenty different items from his stock and placed them on a big attractively trimmed table in the centre of his store, for instance a gallon of floor paint, varnish, a good paint brush, a gallon of linseed oil, a gallon of house paint, a gallon of white enamel, a gallon of gray enamel, a group of sponge, scraper, brush, etc. With each he displayed a card bearing a large number —39, 123, 410, 309, etc. You can easily see the effect of this plan. The retailer advises that the result from this work was really surprising, and made his circulation plan much more effective than ever before, for people who were not regular customers came in to look around, and in many cases were seen to take the circular from their pocket for a look at the numbers.

Livening-Up the Summer Paint Trade

During the hot days of July, August and September, one merchant places in his window an alluring sign surrounded by miniature icebergs on which appears the following:

"A long cool drink of ice water. It's part of our service."

Telephone shopping becomes more popular during the summer on account of the trouble of riding down town in a crowded street car or walking several blocks to one's favorite store. A paint dealer in Ontario makes it a point to call his customers at least once a week during the summer, impressing upon them the convenience of telephone shopping and the fact that telephone orders are given just as careful attention as personal orders.

E. G. LINDSAY

South African representative of Brandram-Henderson, Ltd., Montreal, who is now enroute to Cape Town and other South African ports in the company's interests.

E. G. Lindsay Goes to South Africa

MONTREAL.—E. G. Lindsay is now en route to Cape Town and other South African ports in the interests of Brandram-Henderson Ltd.

Mr. Lindsay has been connected with the Brandram-Henderson Company for a number of years in Manitoba and Saskatchewan territories. He secured an experience which his firm feels well fits him for the work of specially representing them in the South African field. The company has for many years had business in South Africa, and it will be the object of Mr. Lindsay to make a survey of present conditions and enlarge upon the present scope of the company's South African affairs, and to fully instruct the South African distributors of the company's products as to their use, etc.

Mr. Lindsay will perhaps be absent on this special work from 12 to 18 months.

Sherwin-Williams Picnic is Great Success

MONTREAL.—Employees of the Sherwin-Williams Company of Canada, Ltd., with their families and friends to the number of over 1,200, took part in a very enjoyable picnic at Lavaltrie, Quebec, on Saturday last. The steamer "Rapids Prince" was chartered for the occasion and provided a delightful trip down the river, leaving Montreal at 8.30 in the morning. The capacity of this boat was hardly sufficient to take care of the entire party, and a dozen automobiles were secured for the day, and those who were too late to secure places on the boat enjoyed the auto trip along the Quebec Highway, bordering the shores of the St. Lawrence River.

On arrival at the picnic grounds a baseball game between the office staff and the factory staff took place, the result being in favor of the factory staff, with a score of 4 to 1.

Following lunch, partaken of either

When it Bears This Mark

"Hillcrest"

It is the highest quality we know how to produce. "Hillcrest" is put on things we know can be backed up.

Hardware dealers should be particularly well stocked with the "Hillcrest" line this season. The least observant persons are aware of the unusual amount of painting going on and being planned for the immediate future. Don't miss the unusual opportunities this season—Send for our salesmen now, while the public is obeying the impulse to

"Save the surface and you save all" *Paint & Varnish*

Sanderson Pearcy & Co.
Limited
272 Van Horne St. (Corner Dufferin St.)
West Toronto, Canada

If interested, tear out this page and with letters to be answered.

among the beautiful pine trees or on the boat by those preferring it, a good programme of games followed by a tug-of-war took place, and this caused much excitement. An event causing much laughter was a pie-eating contest, for which a special prize was donated by the managing director, Mr. W. S. Fallis, and which was won by William McGowan, Jr. Quite a number of children took part in this event, and much merriment was occasioned from the fact that the party who cooked the rhubarb pies had omitted to put any sugar therein.

Shortly after 6.30 p.m. the boat left on its return trip with a happy, though tired crowd, arriving in Montreal shortly after 9 p.m.

Differential is Changed

Montreal.—Heretofore the differential charge for oil and turpentine in small containers, holding five gallons, has been 7c over the barrel price. This has been changed, and the present differential is 10c above the barrel price with packing charges extra. The new differential is based on the imperial gallon of 9 lbs. weight.

NEW POSITION FOR FREDERICK A. FARRAR

Those who have read the articles in connection with the sale of paint and varnish, which have been appearing in Hardware and Metal under the authorship of Frederick Arnold Farrar, will be interested to note the announcement that after 12 years in the service of Adams & Elting Company, he has now been appointed advertising manager of the Chicago section for the various working departments of The Glidden Co.

There are four companies in the Chicago section, Adams & Elting Co., Heath & Milligan Mfg. Co., Twin City Varnish Co., and the Nubian Varnish Co. Mr. Farrar will continue to make his headquarters with the Adams & Elting Co.

Mr. Farrar has been referred to as a "superb craftsman." He is a man of keen business judgment, an aggressive salesman and, as well, a clever writer, painter, musician, and in spite of the demands on his time in connection with these varied accomplishments he finds time to take active part in the building of better city and community conditions.

How Hardwaremen Advertise Paints---No. 11

AGAIN advocating the use of paint as a medium of economy in the present times of high prices, this advertisement asks the question: Does It Pay to Paint? No doubt this question has been asked by a great many people in recent years, and putting it in their own language immediately creates an interest.

The ad. goes on to point out that in view of the high prices of lumber, paint though also high in price, is much the cheaper of the two. It draws a parallel with the farmer who protects his crop against hail by insurance, himself against loss by insuring his house against fire, and then asks, "Why not protect that same house from the influence of the elements of nature by giving it a coat or two of paint?

The concluding paragraph of the ad. offers the service of the store salesmen in giving information for any job around the house. This extending of service free indicates to the reader that you are trying to achieve something else beside getting your percentage of profit in the easiest manner.

Does It Pay To Paint?

WITH the present price of lumber, good paint is by far the cheaper of the two. You protect your crop against hail by insurance. You protect yourself against loss by insuring your house against fire. Why not protect that same house from the influences of the elements of nature by giving it a coat or two of paint? It is a very good investment today even if paint does cost more than it used to. We handle

Heath & Milligan's

AND

Marshall-Wells' Paints

and we guarantee them with any paint you want to name and to stand the wear and tear of the weather, and to cover MORE surface per gallon than any other paint on the market. We also have the famous

Glidden Varnishes, Paints and Enamels.

It's name is a synonym for good varnish and a safe name for paints, enamels and every other kind of material the painter needs.

Being in the business it's likely we can give you some useful information in respect to that little job you intend to do in and around the house, and we will be pleased to do so.

Eastend Hardware Co.

Agents for Sharples Separators

The Luxeberry Painter Says:

"WELL FINISHED IS HALF SOLD. I often remind people of this who are building to sell. If it is necessary to economize on the building, cost let the finish be better than usual. Attractively finished interiors are investments that pay big dividends in quick sales and good prices.

"I know by experience there are no better finishing investments than Liquid Granite Floor Varnish, Luxeberry White Enamel, Luxeberry Wood Finish, Luxeberry Wall Finishes, Luxeberry Spar Varnish, Berrycraft Stain Finishes, etc."

The great and always growing demand for Berry Brothers' products is based on their unquestioned merit.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur. Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONT.

5422—Coffee Percolator

VIKO

Aluminum Ware

We offer a most complete line of aluminum cooking utensils and specialties. Salesmen will find these goods possess attractive design of a marked individuality—in fact everything that can be desired by your most particular customers.

Viko goods have, by consistant service, earned the great reputation of being of a superior wearing quality.

2693—Tea-Ball Tea Pot

Complete Catalogue and Price List sent on request

ALUMINUM SPECIALTY COMPANY OF CANADA
60 JOHN STREET - TORONTO

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, June 17.—Paint markets are still quite active, more than seasonably so. The manufacturers have still some trouble in securing wants of raw materials, although the shortage of some of these is less felt now that the real heavy rush is past.

Linseed oil has not receded from its $2.50 basis quoted last week, though there may be a tendency downward, with possible changes. At the same time it is only the arrival, say crushers, of English oil, that relieves the market here. Demands have been less urgent within the past ten days from the trade.

Turpentine is ruling with a somewhat easier undertone, and there may be a reduction in the basis ere long. Despite this the market is holding at last week's figures of $3.35 to $3.60 per gallon.

Whiting is still scarce and this means that the putty basis is firm and will probably hold in this position for some time to come. Dry colors and colors in oil are firm.

English Oil Arrivals Help Supply Market

Montreal.

LINSEED OIL.—Since last report there has been very little definite change in the way of improvement. The price base has remained at $2.50 and $2.52½ throughout the week, and what relief has been given the paint trade has really come about through the arrival of English oil. Crushers and jobbers alike report that seed arrivals from the United States are still very meagre and that extensive relief is not anticipated for the next few weeks. One crusher expressed himself that there would not be any material reduction on the present basis for perhaps two or three months.

Raw—	Imp. Gal.	
1 to 2 barrels	2 50	2 60
3 to 4 barrels	....	....
Boiled—		
1 to 2 barrels	2 52½	2 62½
3 to 4 barrels	....	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Little Relief Yet on Turpentine

Montreal.

TURPENTINE.—Shortage of turpentine still exists, and while prices are somewhat easier than they were a few weeks ago the basis still remains at $3.35 as quoted last week. It is difficult to get adequate supplies forward and jobbers express themselves as desiring not to entertain any orders whatever. Ten cents per gallon above barrel price is being quoted on small quantities, with packing charged extra.

Turpentine—	Imp. Gal.	
Single barrels	3 35	3 60
Small lots	3 70	3 90
(Packages extra)		

Scarcity of Whiting Keeps Putty Price Firm

Montreal.

PUTTY.—There is little change in the putty market, although jobbers still experience difficulty in getting necessary supplies of English whiting. One jobber reports the receipt of a few hundred barrelse, but taken in a large way there is still difficulty in getting this commodity forward. Putty prices are firm and sales are good, with quotations as follows:

PUTTY—	5 ton	1 ton	Less than ton
Bulk, in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

Glass From Belgium Relieves Situation

Montreal.

GLASS.—The receipt of glass from Belgium in rather extensive quantities serves to correct, in a large measure, the shortage of glass that has been manifest here for a long time. This has been a welcome relief in view of the fact that other sources did not yield a great deal of glass. The market is running along on a more even keel, with prices quite unchanged.

Paints a Bit Quieter But Still Are Active

Montreal.

PAINTS AND VARNISHES.—Prices have been steadily firm on prepared paints and varnishes and all specialties. There has been a steady out-turn to the trade for a long time, and while there is at present a slight falling off of trade there is much activity around the paint factories. Sorting orders are frequent.

Demands Still Are Active For White Lead

Montreal.

WHITE LEAD IN OIL.—Prices are firm on white lead in oil, and the movement is reported as very active for this season of the year. Orders received are frequent and the tonnage moving along to the trade is large. Prices have been ruling steady, without change. Standard lead, in 5-ton lots, per 100 lbs., are selling at $19.50; 1-ton lots at $20, and smaller quantities at $20.35. One jobber states that there is a present demand for the adultcrated lead in considerable quantities.

TORONTO

TORONTO, June 17.—The feature of this week's paint market is the decline in the price of both linseed oil and turpentine, linseed oil having been reduced about 37 cents per gallon. Lower prices on turpentine will approximate a decline of about 50 cents per gallon. Putty prices are very firm, due to the great scarcity of whiting. White lead in oil is having good demand. Ready-prepared paint has been moving out freely and those looking for a record business during the season may have their best hopes realized, providing the present demand continues, it is stated.

Quotations on nearly all grades of varnish are very firm, although quotations are holding fairly steady. Collections are very satisfactory and money seems to be circulating freely.

Putty Quotations Firm; No Price Changes

Toronto.

PUTTY.—Prices remain unchanged although the present quotations are very firm. The scarcity of whiting has shown little relief, and manufacturers state they have difficulty in securing supplies. This is attributed to the unsatisfactory condition of the English market, which has been greatly disrupted, due to the recent war activities, and English producers claim they have difficulty in securing sufficient labor at the chalk quarries to handle the heavy demand which is pouring in from all sources. The increased cost of producing whiting from other sources, as well as the difficulty of keeping production up to the requirements of the demand, is also a factor in this market and high, firm prices for putty is the result. The following are the quotations:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$6 85	$7 10	$7 45
Do., in 100 lb. irons	7 70	7 95	8 30
Do., 25-lb. irons	7 95	8 20	8 55
Do., 12½-lb. irons	8 20	8 45	8 80
Bladder, in barrels	8 60	8 85	9 20

"Save the surface and you save all" *Paint & Varnish*

Let this *Worthy Brand* Dominate Your Paint Department And Hold Your Trade

Only the skilled and expert chemist can determine Jamieson quality by *examination*. To the workman, however, Jamieson quality is determined only by *service*.

Many years' experience and continual improvement have given the Jamieson line to-day a prestige that makes it a best seller wherever paints and varnishes are sold.

We want **you** to be the Jamieson agent in your town. Drop us a postcard and we will show you how it will **pay** you to sell Jamieson Paints and Varnishes exclusively to your customers.

R. C. Jamieson & Co., Limited

Established 1858

Calgary **MONTREAL** **Vancouver**

Owning and Operating P. D. Dods & Co., Limited

If interested, tear out this page and keep with letters to be answered.

Pure putty, $2.50 cwt. advance.
Ottawa prices are 25c; Hamilton, 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quotations.

Linseed Oil Prices Drop From 30c to 37c Gal.

Toronto.

LINSEED OIL.—Lower prices have been made this week on linseed oil, the price having dropped from 30 to 37 cents per gallon. It is believed that this is mainly attributed to the appearance of English oil on the market, as Canadian crushers state that they are still unable to secure shipments of sufficient seed to materially affect the price. The following are the new lower quotations:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	2 50	2 65
3 to 5 barrels, gal.	2 49	....
10 barrels and over, gal.	2 47	....
	Boiled	
1 to 2 barrels, gal.	2 53	2 68
3 to 5 barrels, gal.	2 52	....
10 barrels and over, gal.	2 50	....

Prices shown are those ruling on Thursday of curent week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal. higher than single barrel price.

Turpentine Prices Drop About 50 Cents Per Gal.

Toronto.

TURPENTINE — Considerable improvement has been made on the price of turpentine and a lower price has been made which is approximately 50 cents per gallon below former quotations. Some difficulty is still being experienced in securing supplies owing to badly congested freight conditions. Importers state it is necessary to pay for supplies in United States currency before shipments are made. There is also the exchange situation to contend with, which is the cause for considerable uncertainty as the rate fluctuates so frequently. The following are the new quotations:

Turpentine—	Per imp. gal	
1 barrel lots	....	$3 50
2 to 4 barrel lots	....	....
5 gal. lots	....	3 65

Ready Prepared Paint Enjoying Good Demand

Toronto.

PREPARED PAINT.—The present demand for paint is very brisk and all in the trade are rushed with orders. The present quotations are very firm and with the present high price of ingredients lower quotations are not looked for at present. Manufacturers state that some difficulty is experienced in securing supplies of certain pigments, and some colors are hard to procure, it is stated. Supplies of linseed oil and turpentine are also limited, although this condition it is expected will soon be overcome. The present quotations are as per current quotation pages.

White Lead in Oil Has Fair Demand

Toronto.

WHITE LEAD IN OIL.—In line with the brisk demand for nearly all paint commodities, white lead in oil is moving out in fair volume, and those looking forward to a record season may have their hopes realized. Foreign demand is also of a heavy nature, it is stated, and a fair volume is being exported. Corroders state the present demand is almost greater than the supply and are rushed to keep up with the incoming business. The quotation on pure remains at $20.35 per hundred pounds in ton lots, while $20.70 per hundred pounds is the price in less than ton lots.

Window Glass Stocks Light; Price Firm

Toronto

GLASS.—Warehouse stocks of glass are comparatively light considering the heavy demand which is current, especially for this season of the year. The large building activities which are being carried out in many localities account for large glass requirements. Notwithstanding the world's shortage of glass, jobbers and importers state they have been able to procure fair quantities, but the freight congestion on some of the United States railroads has seriously delayed shipments, and some state that while they have been able to secure shipments from the manufacturers that they are unable to obtain deliveries from the railroads. The present quotations are firm. The single and double diamond are quoted at 15 per cent. discount, while cut lights are still being sold at a discount of 40 per cent. from the list.

Paris Green Demand Is Daily Increasing

Toronto.

PARIS GREEN.—A good demand has been current for Paris green during the past week and fair quantities are moving. Prices continue unchanged and quotations are from a firm basis. The present prices are as follows:

Paris Green—	Per lb.
½-lb. pkgs.	0 58
1 lb. pkgs	0 56
25-lb. drums	0 54
50-lb. drums	0 53
100-lb. drums	0 53
250-lb. kegs	0 52½
600-lb. barrels	0 52

Paper Dearness

Effect on the Press

In view of the suggested further advance in wages and the very serious situation which must arise in that event, the British Weekly Newspaper and Periodical Proprietors' Association has issued a memorandum regarding the high cost of production, in which it is pointed out that since 1914 proprietors have had to meet a continued succession of increases in cost of production and distribution, increases which, since the armistice, have been intensified. The conditions under which they are at present laboring include:

1.—High price of paper, blocks, contributions, and illustrations.
2.—Higher salaries and wages.
3.—Altered conditions as to working hours, overtime, holidays, and so forth.
4.—Higher railway and other transport rates.

Before the war newsprint (paper for newspapers) cost 2c per lb., whereas it is now 12½c per lb. and over; and there have already been eleven separate advances in printing charges, which have thereby been increased by 120 per cent. to 200 per cent.

For a 32-page weekly paper, with a circulation of 150,000, this means an increase in the cost of printing alone of between $25,000 and $30,000 per annum.

A publication using 20 tons of paper per week was spending in the purchase of paper before the war $830 per week—just under $50,000 per annum. The present cost of the supply for one week's issue for a paper of the same size at 12½c per lb. is $5,780, an advance of $4,850 per week, or $252,200 per annum.

Attempts have been made to cope with these increases by reducing the size of publications, raising the sale price, and by considerably increasing advertisement rates. These efforts have, however, been quite inadequate to meet the increased charges, and many of the publications are, in fact, now running at a substantial loss.

These conditions necessarily affect a very large number of smaller firms to a much greater extent than they do the big corporations, and it must be realized that in the aggregate these smaller firms employ far more labor than the larger concerns, so that when, as is inevitable if conditions do not improve, many of the smaller papers drop out as their reserves are exhausted, unemployment must ensue.

Winnipeg Wholesalers Favor Four Per Cent. Tax on Manufacturers

The wholesale trade of Winnipeg, Man., has placed itself on record as favoring a sales tax of four per cent. on sales by manufacturers or importations, and that it shall be compulsory for the manufacturer to show this upon his invoices, rather than the present one per cent. sales tax, also that the excise taxes of ten, twenty and fifty per cent. shall be paid by the manufacturer at the time of sale or on importations. A thorough revision of the articles classed as "luxuries" is advised. This shall be made upon a scientific basis with a view to eliminating the present unfair discrimination. It is also urged that whatever system is adopted, that in the case of both excise and sales taxes, it shall be compulsory that the tax be shown on the invoices, and in whatever form it is collected, it shall be collected upon the total monthly turnover of the vendors, payable upon the 31st of the month, following the last day of the month upon which the tax is to be based.

Opposition was expressed against the methods as first proposed by the Finance Minister, contending that the suggestions of the Finance Minister would produce dislocation of business and defeat the aims of the Government. The new taxation also discriminated against certain industries in favor of other industries.

The Agate Family

Home Beautifiers by Occupation

Here's a line with a special sales-making pull. Every member of this family appeals to customers interested in beautifying the home—and who is not so interested?

A particularly interesting member of the group is Agate Varnish Stain, made from our well-known Agate Floor Varnish. This popular stain saves labor by performing the two operations of staining and varnishing at once. In eight beautiful shades and natural.

Ask for literature about the Agate family—it's a money-maker for the hardware trade.

A. Ramsay & Son Company

The All-Canadian Manufacturers of Paints and Varnishes since 1842

Toronto MONTREAL Vancouver

DISTRIBUTORS

Edmonton District—Revillon Wholesale Limited, Edmonton. Calgary District—The McDonald Baker Co., 818-8th Ave. W., Calgary. Nova Scotia —James Simmonds, Limited, Halifax, N.S.

"Save the surface and you save all"—*Paint & Varnish*

Livingston

THE KIND YOUR GR

FOR 56 YEARS THE STANDARD

In the old days the name "Baden" signified everything good that could be said of linseed oil. It was the merchants' and the customers' guarantee that the oil was the best that could be produced.

Even to-day the name "Baden" is still the "buy word" for the older generation, but it is generally being replaced by the name of the originator.

This is the result of the expansion of the Livingston organi-

THE "BLUE BARRELS"---THE OUTWARD

The Dominion Linseed

BADEN **TORONTO**

If interested, tear out this page and keep with letters to be answered.

Brand Oil

ANDFATHER USED

RECOGNIZED LINSEED OIL

zation, covering, as it now does the entire Dominion of Canada.

The name "Livingston" on a barrel of oil means that the contents represent the result of over half a century's experience in the manufacture of linseed oil. It means that it is the standard of quality through and through, and that it is absolutely guaranteed by the makers.

Your jobber can supply Livingston brand.

MARK OF THE INWARD QUALITY

Oil Company, Limited

MONTREAL WINNIPEG

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 30/10%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.....	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2....	$ .25	Group 3....	$ .50
Group 4....	.75	Group 5....	1.00
Group 6....	1.25	Group 7....	1.75
Group 8....	2.25	Group 9....	2.75
Group 10...	3.25		

Bench—No. 1, doz...........	$17 50
No. 2, doz...........	20 00
No. 3, doz...........	22 50
No. 4, doz...........	24 50
No. 5, doz...........	27 00
No. 6, doz...........	30 00

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a l

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.

Extra Quality, 6½%.

Standard Quality, 6½%, 10%.

Side Lace Leather, lb. $2.00.

Cut Lace Leather, lb., $2.40-$3.00.

F.O.B. Montreal, Toronto

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	13/16.....	$12.00
4/16.....	5.00	10/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 15%.

Gilmour Auger Bits, net.

Gilmour Eye Augers, add 10%.

Irwin Auger Bits, list plus 20%.

Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$11 00
1—18 x 24	10 78	12 92
2—18 x 28	12 10	15 12
3—20 x 30	13 86	18 15

BOARDS, IRONING Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	30 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc. Doz.

Baby Globe	$2 50
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	....
Diamond King (glass)......	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	6 00
Jubilee	6 65
Neptune	6 00
Newmarket King	6 65
Original Globe	6 75
Pony	2 75
Royal Globe	6 00
Solid Back Globe	6 75
Standard Globe	6 00
Surprise	....
Supreme Zinc	....
Western King (enamel)	9 00

F.O.B. Newmarket.

Subject to acceptance.

BOILERS (Range)

30-gal., standard	15 00
30-gal., extra heavy	$18 00

BOLTS AND NUTS

Discounts apply to standard list.

Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.

Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.

Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.

Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.

Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.

Machine Bolts, 7-16 in. dia. and larger, list plus 10%.

Sleigh Shoe Bolts, all sizes, list plus 10%.

Coach and Lag Screws, 15%.

Square Head Blank Bolts, list plus 10%.

Bolt Ends, list plus 10%.

Plow Bolts, 1, 2, 3, HEADS, net list.

Plow Bolts, others, list plus 20%.

Elevator Bolts, large heaad, list plus 10%.

Elevator Bolts, corrugated heads, 20%.

Fancy Head Bolts, list plus 10%.

Shaft Bolts ($3 list), list plus 10%.

Step Bolts, large head ($3 list), list plus 10%.

Whiffletree Bolts, list plus 10%.

Nuts, 2 in. and smaller, square Blank, add to list $2 25.

Nuts, 2 in. and smaller, square Tapped, add to list $2.75.

Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.

Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.

Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb..11c-12c

F.O.B. Montreal, London, Toronto.

BRASS Base

Sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

CHAIRS Dozen

Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.

F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER Gross

Satinette	$21 00
Nu-Way	21 00

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00

F.O.B. Montreal, Toronto, Hamilton.

Good Morning, each.........	1 60
Lookout	2 00
Sleepmeter	2 15

CLOTHES BARS AND DRIERS Per Doz.

Leather Clothes Dryers	$.....
Clothes Bars, No. 1..........	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $0 93

CLOTHES LINE REELS Doz. net

No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 25%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs.

F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY— Doz

No. 111	$1 55
No. 121	1 96
No. 127	2 80

CATTLE

98	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 44	0 44
Plain Tinned, 16 oz. and heavier, lb.....	0 45	....
Polished and Tinned, 16 oz. and heavier, lb.	0 50	..
Tubing, lb.	0 46	0 48

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 10
No. 7, lb.	1 09
Nos. 8, 9, 10, 12..........	1 08

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:

2 ft. 8 in., doz. ....

2 ft. 10 in., doz. ....

3 ft. x 7, doz. ....

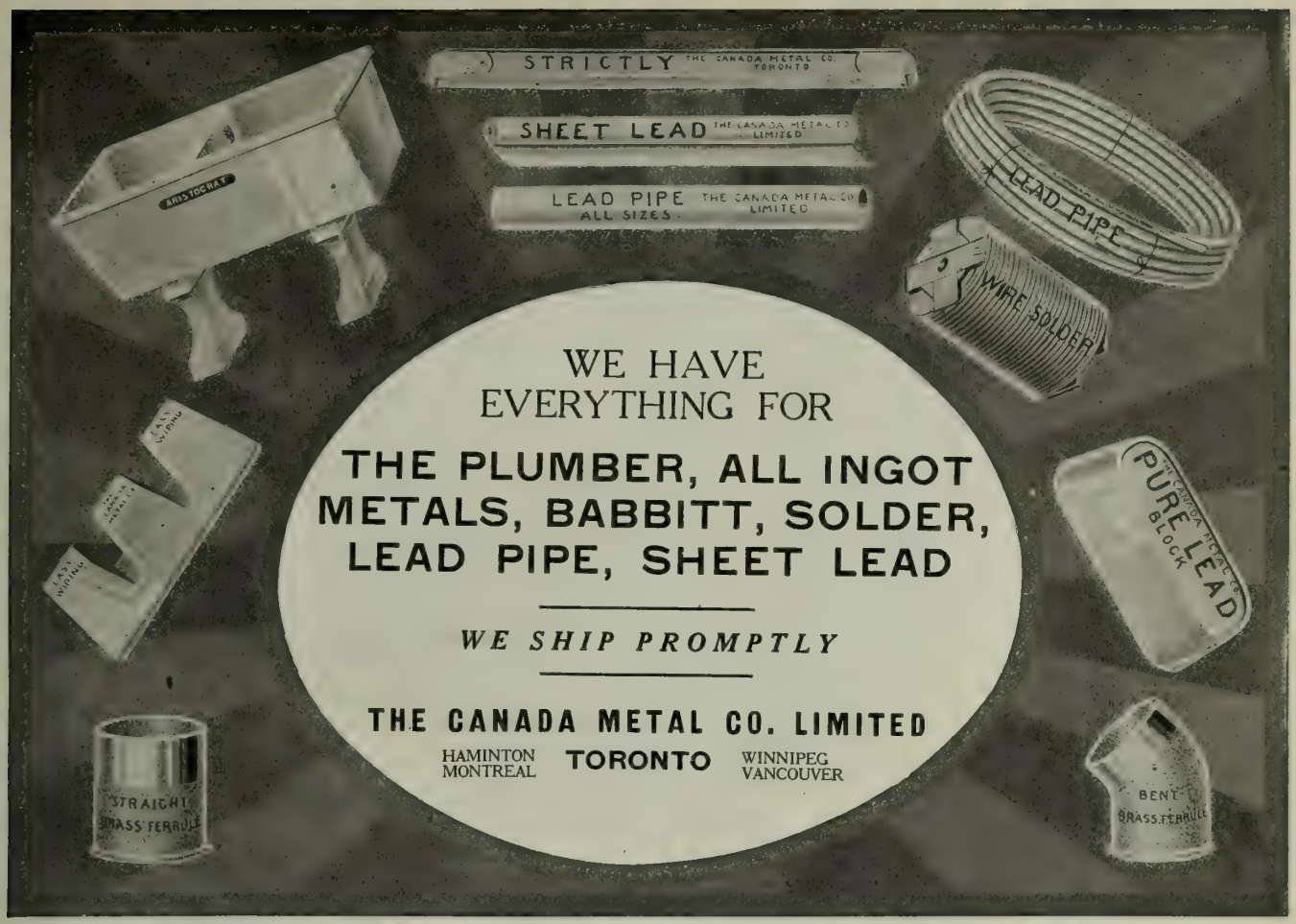
Prices withdrawn

DRILLS

Standard Lists.

Blacksmiths', ½ in. x 2½ in. shank List each.

⅛.........	$0.45	10/32......	$1.20
5/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.90	27/32......	2.00
13/32......	.95	⅞.........	2.10



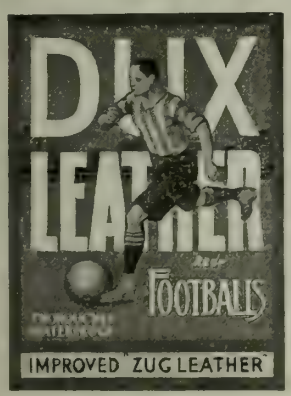
WE HAVE EVERYTHING FOR

THE PLUMBER, ALL INGOT METALS, BABBITT, SOLDER, LEAD PIPE, SHEET LEAD

WE SHIP PROMPTLY

THE CANADA METAL CO. LIMITED

HAMINTON MONTREAL **TORONTO** WINNIPEG VANCOUVER



FOOT-BALLS

RUGBY . . .
SOCCER . . .
BASKETBALL

FOOTBALL BOOTS

We specialize and are the actual makers of these famous Scotch articles. The leather is specially tanned and dressed for footballs at our own works.

BALTIC LEATHER GOODS CO.
Formerly N. F. &G. Martin

BALTIC LEATHER WORKS
GLASGOW
SCOTLAND

Write for Illustrated Price List

Rush Orders!

There are many small merchants and offices faced with delivery messenger problems whose only solution is the bicycle.
The utility of a bicycle for these problems is being more and more recognized every day. Are you obtaining the largest possible sales from this kind of business by handling C. C. M. Bicycles—the "quality" bicycles that will stand up to the hardest wear?

C·C·M· Bicycles

Massey — Perfect — Red Bird
Cleveland — Columbia
Gendron — Ivanhoe

90% Made in Canada—100% Value

Canada Cycle & Motor Co., Ltd.

Montreal, Toronto, Weston, Ont., Winnipeg, Vancouver

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	42½%
Blacksmiths', ½-in. shank	27½%
Straight Shank	27½%
Straight Shank, wire	27½%
Taper Shank	27½%

DUSTERS, HAND

O-Cedar ... $9 00
Discount 30%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50
Nov. 1, 1899.	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under. 30%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 70	0 80
B	0 28	0 39
C	0 18	0 28

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4- in. and under	60%	..
4½-in. and larger	50%	....

4- in. and under, running thread, 30%

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 50
Under 40 lbs.	4 25
Ri-Treadle, each	7 00
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$ 9.00
No. 33	10 70
No. 2½	11 15
No. 3	11 70

F.o.b. Toronto.

HALTERS, LEATHER

	Doz.
Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 00
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE

	Doz.
Sisal, 7-16 in.	$24 75
Do., 9-16 in.	37 50
Jute, 7-16 in.	24 75
Do., 9-16 in.	37 50

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$19 25
Under 5 lbs.	24 00
Masons, 5 lbs. and over, per cwt.	22 00
Masons, 5 lbs. and under	27 00
Napping, up to ? lbs.	.....

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00
Storm King Hangers	19 50
ers, doz.	14 00
Steel track, 1¼ in.	.....

HEATERS, ELECTRIC

Glower Heater	9 00
Heatray Heater	11 00

Discount 25%.

Majestic, 1 Burner	$10 00
Majestic, 2 Burner	15 00

Discount 27½%.

Universal ... 13 80

Discount 20 and 5%.

F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount, 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub ... $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger	No. 1 and smaller Less 20c.
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	.....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.

Terms—Cash in thirty days, less 2% discount

TOE CAULKS

Nos. 0. 1. 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$23 00
Corrugated, ⅝ in., 100 ft.	26 00
Corrugated, ¾ in.	29 00

Less 5% for full reels, 500 ft.

F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickel-plated, set	2 30
Mrs. Potts, handles, japanned, doz.	2 05
Sad irons, common, plain, 3, 4 and 5 lbs.	9 20
Sad irons, plain, 6 lbs. up	7 00
Sad irons, common, plated.	5 50

F.o.b. Montreal, Toronto, London Hamilton.

KNIVES, HAY

Spear Point	$16 50
Lightning	15 00
Heath's	15 00

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30

Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.	
20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 33	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 38
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS

	Per doz.
Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES

		Dozen
Cold blast, short	....	1 20
Cold blast	1 00	1 10

3 doz. cases, $1.10 doz.; 6 doz. cases, $1.10 doz.

Cold blast, genuine ruby ... $4 75

F.o.b. Toronto, London. Hamilton and Montreal.

LATCHES

	Per doz.
Steel Thumb, No. 2	$2 25
Steel Thumb, No. 3	3 00
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 50
Noiseless	16 25
Hamilton	13 50
Peerless	13 00
Snowball	18 75
Momentum	20 25
New Century, style A	18 00
New Century, style B	20 00
New Century Electric	155 00
Playtime, engine drive	[illegible]
Ideal Power	27 00
Seafom, electric, style A	120 00
Seafoam, engine drive	[illegible]
Sunshine	10 25
Popular, No. 2	12 50
Economic	.....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00
Red Star	21 50
Time Saver, electric	114 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	115 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor Vacuum	26 00
Patriot	23 00
Jubilee	11 25
Canada First	23 00

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS

	Per doz.
Tinsmiths, 2½ x 5½ in.	$2.40
Carpenters', No. 3	5.[illegible]

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$14 25
Pick, doz.	14 25

F.o.b. Montreal, Toronto, London. Hamilton.

MIXERS, BREAD

Canuck—

No. 4, dozen	$36 24
No. 8, dozen	40 92

Universal—

No. 4, dozen	$40 75
No. 8, dozen	40 75

MOPS

		Doz. Net
Liquid Veneer		$14 00
O-Cedar, less handle		12 60
Do., with handle		14 70
S. W. Mops, complete		6 00
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 35
Crank wringing	8 25-	9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	25%
Empress	25%
Mayflower	25%
Star, Ontario, Daisy	25%

	Each, Net
Brockville K	Plus 10%
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph. London. Hamilton, Brockville.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier 25c over base.

Standard Steel Wire Nails. f.o.b. London; Hamilton, Milton, $6.10 base; Toronto, $6.10.

F.o.b. Montreal, $5.85 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails. 50% off miscellaneous list, f.o.b. Toronto. Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.35; London, $7.50 base; Toronto, $7.00.

Roofing Nails — American, large head, keg, $10.75; 25-lb. boxes, per 100 lbs., $11.75.

F.o.b. Montreal, Toronto, Hamilton.

A Safe Buyers' Guide

THIS well-known mark on any article of hardware whether it be a heater, a lawn mower or some small finishing part, is a distinguishing mark of quality, backed by the guarantee and business reputation of a company that has been doing business with the hardware trade of Canada for many years.

The Hardware Buyer who appreciates the significance of the trade-mark shown above knows that it stands for reputable, saleable goods that are shipped as promptly as production will permit and priced as low as the market will allow.

Order From Your Jobber

Taylor-Forbes Co., Limited

Guelph, Canada

If interested tear out this page and place with letters to be answered.

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb. box
No. 5	$6 50
No. 6	6 25
No. 7	6 00
No. 8	5 75
Nos. 9 to 12	5 50

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 16-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$ 6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1-in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Best (American)	.....
U.S. Navy (spun)	22 00
U.S. Navy (unspun)	20 80
Plumbers' (spun)	10 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 27½
Palacine, gal.	0 30½
Gasoline, net, gal.	0 38
	Gallon
Black oil (summer)	0 25
Black oil (winter)	0 25½
Imperial Kerosene tractor	1 25
Capital, cylinder	0 82½
Machine oil, regular grades	0 47½
Imperial gas engine oil	0 52
Paraffine	0 31

List, less 15% on above.

Polarine Oil, list	1 25
Polarine Oil, heavy, list	1 25
Polarine A, list	1 25
Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 85
Gargoyle Mobiloil BB	1 80
Gargoyle Mobiloil A	1 60

List, less 25% on above.

Fuel oil, bbls. net	0 18
Fuel oil tank cars, net	0 16

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING

	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD

	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER

Per 400-ft. roll	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 50	
Dry Fibre, No. 2, Anchor	1 05	
Tarred Fibre, Anchor, No. 1.	1 60	
Tarred Fibre, Anchor, No. 2.	1 22	
Rosin Sized Sheeting, blue.	1 20	
Surprise Fibre	1 10	
"Stag" Sheathing	1 10	
Tarred felt, per cwt.—		
7, 10 and 16-oz.	5 70	
Cyclone (dry)	1 50	
Cyclone (tarred)	1 60	
Joliette (sheathing)	1 05	
Joliette (tarred)	1 22	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.		9 00
Straw, sheathing, heavy, dry, cwt.		5 45
Do. tarred, per cwt.		5 60

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs, 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz.	11 50	11 80
6 to 7 lbs., doz.	12 50	12 80
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	2 00
4 gross (cartons). 4-in.	2 00
Spring, 2 grs. box	1 75

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 44—April 8, 1920

Standard Buttweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$ 6 50	$ 8 50	$	$ ....
¼ in.	5 13	7 26	5 43	7 56
⅜ in.	5 13	7 26	5 43	7 56
½ in.	6 84	8 42	7 27	8 84
¾ in.	8 45	10 58	9 03	11 16
1 in.	12 50	15 64	13 35	16 49
1¼ in.	16 91	21 16	18 06	22 31
1½ in.	20 21	25 30	21 59	26 68
2 in.	27 20	34 04	29 05	35 89
2½ in.	43 00	53 82	.....	.....
3 in.	56 23	70 38	.....	.....
3½ in.	71 30	88 32	.....	.....
4 in.	84 48	104 64	.....	.....

Standard Lapweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$30 90	$37 74	$34 60	$41 44
2½ in.	45 34	56 16	51 19	62 01
3 in.	59 29	73 44	66 94	81 09
3½ in.	73 14	90 16	82 34	99 36
4 in.	86 66	106 82	97 56	117 72
4½ in.	0 98	1 23	1 24	1 49
5 in.	1 15	1 44	1 44	1 73
6 in.	1 49	1 86	1 87	2 25
7 in.	1 94	2 43	2 42	2 90
8L in.	2 04	2 55	2 54	3 05
8 in.	2 35	2 94	2 92	3 51
9 in.	2 81	3 52	3 50	4 21
10L in.	2 61	3 26	3 25	3 90
10 in.	3 36	4 20	4 18	5 03

Terms, 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 15% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	Net
Medium and extra heavy pipe, 2, 3, 5 and 6	Plus 10%
Medium and extra heavy fittings, 2 to 6 inch	20%
8 inch pipe and fittings	Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal, Montreal, Toronto

Ordinary, 52 sheets	$9 25	....
Do., 60 sheets	9 35	....

PLATES, COKE, TIN

	Tor.	Mont. Per box
IC, 20x28 112 sheets	....	27 00
IX, 20x28 112 sheets	....	30 00
IXX, 20x28 112 sheets	....	33 00
IXXX, 20x28 56 sheets	....	18 00

"DOMINION CROWN BEST"—DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets	$24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)

	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liqujd Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40
No.		Each
70		$6 75
80		6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London.

ROOFING

	Per square Toronto
Samson, 1-ply, roll	$2 80
Samson, 2-ply, roll	3 25
Samson, 3-ply, roll	3 80

	Mont.	Toronto
Everlastic, 1 ply	$2 25	$2 25
Everlastic, 2 ply	2 75	2 75
Everlastic, 3 ply	3 20	3 20
Panamoid, 1 ply	2 15	2 10
Panamoid, 2 ply	2 60	2 55
Panamoid, 3 ply	3 05	2 95
Red Star, 2 ply	2 13	2 18
Red Star, 3 ply	2 55	2 60
Liquid roofing coating, per gal., in bbls.	0 60	0 60
5 and 10 gal. lots, gal.	0 75	0 75
1 gal. cans, gal., doz.	10 20	10 20
Coal Tar (refined), bbl.	9 25	9 25
Coal Tar (crude)	8 00	8 00

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 94
Do., ¼ in. and up	0 92½

F.o.b. Toronto, Montreal, London, Brantford, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85
	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, 12½% off list.

Star sandpaper, 12½% off list.

B. & A. emery cloth, 52½% on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 7 25	$ 25
10 lb.	9 75	25
240 lb.	16 50	75
600 lb.	37 00	1 00
1200 lb.	46 00	1 50
2000 lb.	65 00	2 00
2000 lb. Drop lever	74 00	2 00

Champion, discount 10%; standard scales, discount 10% off standard list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

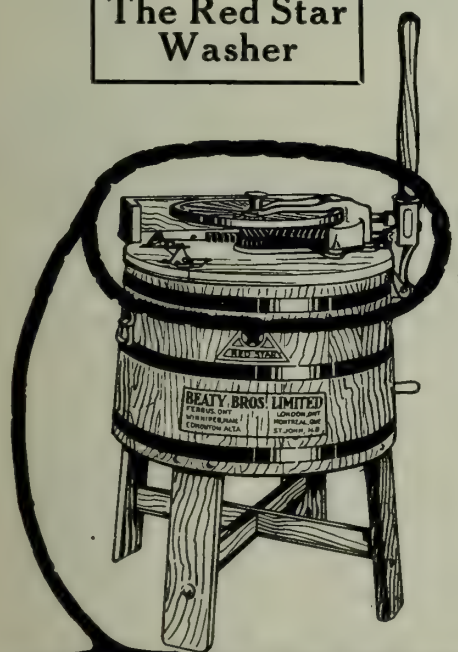
SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

Legs are Detachable

The Red Star Washer



Mechanical Parts Compact

Beatty Bros. Limited Bulletin

A Guiding Star To Profit

The Red Star Washer sells easily. It delights the purchasers. It is very plainly marked with the Red Star so that consumer's satisfaction is directly connected with your store. This leads to permanent future business and guides you to greater profit.

Mechanical Supremacy

is self-evident from the moment a customer tries the easy working lever of the Red Star displayed in your store. She feels the easy operation which results from the two sets of ball-bearings and the machine-cut gears. The legs are bolted on—not formed by staves extended which makes a great strain on the tub. She is convinced when you show how the dolly may be lifted before the lid is raised, freeing the dolly from the weight of the clothes.

Easy to Sell—Easy to Store

Red Star Washers sell with remarkable ease because the selling points are so convincing; but even for the short time that Red Star Washers remain with you, storage is a valuable consideration. Shipped in a crate with working parts inside the tub, it is but the work of a moment to assemble. Packed, it takes little storage space and is protected until needed.

Prompt Shipment

It is practically impossible to get prompt delivery elsewhere even if you could find a machine to compare with the Red Star, but these desirable washers can be sent you at once. We are making special effort to supply the demand and have machines on hand that can be ordered now. Write nearest branch

Beatty Bros., Limited

Winnipeg, Man. Fergus, Ont. Montreal, Que.
Edmonton, Alta. London, Ont. St. John, N.B.
Vancouver, B.C.
16 Holborn Viaduct, London, E.C. 1, England

If interested, tear out this page and keep with letters to be answered.

SCREWS, WOOD BENCH

Dozen $7 00

SCYTHES Doz.

Cast Steel $17 25
Golden Clipper 18 20
Little Giant 19 25
Bush 17 75

SNATHS Doz.

00 Patent $15 60
1 loop 15 00
2 loops 14 40
3 loops 13 20
Bush 16 20

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$12 00	$11 50
26 gauge	11 75	11 25
24 gauge	11 15	10 65
22 gauge	10 80	9 80
20 gauge	.....	9 35
18 and 20 ga...	10 10	....

F.O.B. Montreal.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report.

SPOUTS, SAP

Eureka, per M. $16 85

STANDS, WASHTUB

Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)

Bright $6 10
Kegs 7 10

STOVES

Oil Burning Cooking List each

Perfection No. 32, 2-burner..$25 50

STRETCHERS, CURTAIN—

Star, No. 1, doz. $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

STRETCHERS, WIRE

Hercules, doz. $3 60

SWEEPERS—

Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b. b. .... $ 62 00
Club, jap., cyco bearing..... 120 00
Champion, jap. fittings...... 47 00
Grand, jap., cyco b.b........ 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b..... 60 00
Standard, jap. fittings....... 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 56 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario...........$10 00

TACKS Discount

Wire Tacks ....60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920.60 and 15%
Double-pointed tacks 65-10%
Shoe findings list adopted Dec. 15, 1919............Net list
List of Capped Goods adopted Jan. 1, 1916..60 and 15%
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS

See prices under head of Wares

TOASTERS, ELECTRIC

Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 44
Upright, with rack 6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10%

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	35	35	35
Draining Tools ...	35	35	..
Hollow Back Scoops ...	35	..	35
Sand Shovels ...	35	..	35
Hollow Back Shovels ...	35	..	35
Hollow Back Coal Shovels ...	35	..	35
Riveted Back Scoops ...	35	35	35
Miners' Spring Point Shovels	35	..	..

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades....	$29.00	$28.00	$25.00
Draining Tools, No. 2, black........	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black ...	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black ...	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen, F.O.B. factory only.

Perfection, No. 33, 3-burner.. 31 00
Perfection No. 34, 4-burner.. 40 00
No. 22G oven for above stoves 9 00
Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net......... 5 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List

No. 525, each $9 50
No. 530, each 10 50
No. 630, each 13 50
Hot Blast ....Plus 10%
Discount 30% off list.

off new list. Samson, ... discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft....... ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth.		Per 100 ft.	
8 in......	$6 90	15 in......	$12 50
10 in......	7 70	18 in......	16 00
12 in......	9 10	add 15% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1 Giant, doz.... $3 50
Jump, No. 1 .... 3 70

Hawley & Norton, No. 1.... 5 60
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD

No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE BINDERS Per ft.

500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb. 1 00
Cones, 3-ply, lb. 0 96
Do., 4-ply, lb. ....

VALVES AND COCKS

Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 34%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2.............. 23%
Bath cocks—Compression 30%
Flatway stop and waste cocks, Standard 32%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, standard..Net list
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard 5-9%
Gate or Straightway...........Net
Jenkins Gate Valve............10%
Standard Gate ....list plus 5%
Jenkins Globe ....list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 65	0 90
1½	0 80	1 20
2	1 10	1 75

Penberthy Brass Valves

Compodisk Valves ....net list
Gate Valves ....5 and 2½%
Regrinding Valves ....add 5%
Swing Check Valves..... add 7½%

WARES, ETC.

Britannic, advance 55%.
Scotch Grey Ware, 45%.
Colonial, 15%.
Imperial Ware, 15%.
Pearl, 15%.
Premier, list, plus 17½%.
Canada Ware, list, plus 17½%.
Crescent, 45%.
Diamond, plus 17½%.
White Ware, 35%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%.
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 40%.
Stamped Ware, retinned, 33 1-3%.
Copper Bottoms, plus 35%.
Tinners' Trimmings, plain, 40%.
Tinners' Trimmings, retinned, 33 1-3%.
Tinners' Trimmings, general list, plus 33 1-3%.
Factory Milk Cans, list plus 60%.
Milk Can Trimmings, list, plus 75%.
Cream Cans, list, plus 40%.
Railroad Cans, list, plus 33 1-3%.
Sheet Iron Ware, list, plus 45%.
Pieced Ware, ordinary, list, plus 60%.
Pieced Tinware, C.B., list, plus 80%.
Fry Pans, Acme, 10%.
Fry Pans, Quick Meal, plus 25%.
Spiders, steel, plus 25%.
Fire Shovels, japanned, list, plus 45%.
Steel Sinks, galv'zed, list plus 35%.
Steel Sinks, painted, list plus 35%.
Light Galv. Pails and Tubs, list plus 45%.
Heavy Galv. Pails and Tubs, list plus 35%.
Hollow ware, add 30%.
Garbage Pails, list, plus 30%.
Jap. Coal Hods, list, plus 60%.
Galv. Coal Hods, list, plus 75%.
Paper Lined Boards, 20%.
Wood-lined Boards, 5%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 50%.
Copper Tea and Coffee Pots, list plus 50%.
Stove and other Pipe, list, plus 75%.
Stove Pipe Thimbles, 40%.
Stove Pipe Elbows, black and galv., list, plus 45%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs..	$5 00	$5 60	$7 00
Section, ½ lb., per 100 lbs..	5 00	6 20	7 00
Solid, 3 to 30 lbs., per cwt.	3 40	4 90	6 00

WHEELBARROWS

Navvy, steel wheel, doz.....$81 00
Garden Steel, doz. 72 00
Light Garden, doz. 88 00
F.O.B. Montreal, Toronto, London

WIRE PRODUCTS

Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 .
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Bright base 6 00
Annealed base 6 15
Galvanized price on application.
Coil spring on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire

No. 18 .... $10 00
No. 19 .... 10 50
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 35%.
Canadian discount, 45%.

WRINGERS, CLOTHES

Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 165 50
Favorite, No. 511E........ 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 92 80
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 154 00
Challenge, No. 311E 100 30
Warranty 120 80
Bicycle 109 30
Safety 108 50
Eze 99 80
Rapid 90 80

Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

TONCAN METAL

—More Business For You

A DEALER who is known to handle the best and most reliable goods naturally gets the majority of business from the best class of trade. TONCAN METAL is well known as being rust resisting and exceptionally long lived.

When you offer TONCAN METAL your customer knows immediately that you are recommending something good, as for years this product has been advertised extensively throughout the Dominion.

As a dealer in TONCAN METAL you will continually benefit by this advertising.

Galvanized, Fabricated and Stocked in Canada

SOLD BY ALL SHEET METAL JOBBERS

All TONCAN METAL sheets used in Canada are galvanized in Canada in a modern plant by the most approved processes. Sheets are carried in stock ready for shipment. All the usual sheet metal building accessories such as Eaves Trough, Conductor Pipe, Roofing, Siding, Shingles, Ventilators, Metal Lath, Rib Fabric, and Reinforcing Plates are fabricated and distributed from convenient points.

Flat Sheets Galvanized in Canada by

DOMINION SHEET METAL CORPORATION, LTD.

HAMILTON, ONTARIO

Formed Products Fabricated and for Sale by

THE PEDLAR PEOPLE, LIMITED

Executive offices and factories, OSHAWA, Ont.

Branches: Montreal, Quebec, Ottawa, Toronto, Winnipeg, Vancouver

The Stark Rolling Mill Company, Canton, Ohio, Sole Makers of Toncan Metal

If interested tear out this page and place with with letters to be answered.

GLIDDEN
PAINTS - VARNISHES - COLORS - INSECTICIDES

GLIDDEN

PAINTS – VARNISHES – COLORS – INSECTICIDES

Everywhere on Everything

To meet the Dealer's need

In every locality there is a need for painting materials — in business as well as the home. Everywhere there are surfaces that require protection and decoration.

Be prepared to take care not only of home requirements but business demands as well. Don't limit your profits with limited stocks. A study of the Glidden list of products will reveal a vast market to you. Glidden factories are producing quality products for every conceivable paint and varnish purpose — paints for industry, for factory, equipment and product; paints for commerce, for buildings, shipping and railway; paints for the house, inside and outside—*everywhere on everything.*

To represent Glidden in any locality has come to be a tangible asset for you. Glidden reputation will reflect its good influence upon your business generally. Write to-day for the Glidden proposition.

THE GLIDDEN COMPANY Ltd., Toronto, Ont.

Branches at Montreal and Winnipeg

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE

Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	05-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	05-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	15½-19
Chrome green, pure	31-35
Chrome yellow	25-41
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	..-07
Lamp black	31-32
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	..-30
Golden ocre, 100-lb. kegs	..-09
White ocre, 100-lb. kegs	..-06
Do., barrels	..-05
Yellow ochre, barrels	04-05½
French ochre, barrels	..-10½
Spruce ochre, 100-lb. kegs.	05-08
Can. red oxide, bbls.	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb.	tins
Venetian red	0 25	
Indian red	0 36	
Chrome yellow, pure	0 55	
Golden ochre, pure	0 34	
French spruce ochre, pure	0 29	
Greens, pure	0 34	
Siennas	0 36	
Umbers	0 36	
Ultramarine blue	0 60	
Prussian blue	1 20	
Chinese blue	1 20	
Drop black	0 39	
Ivory black	0 40	
Signwriters' black, pure	0 41	
Lampblack	0 41	
Marine black, 25-lb. irons	0 20	

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 00
Duralite	7 50
B-H "White" Enamel	8 00
C.P, Co. Albagloss	6 80
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	6 90
Hillcrest	7 00

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	..-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35

Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85	....	45 45
86 to 90	....	48 85
91 to 94	....	49 80
95 to 100	....	58 55
101 to 105	....	65 35
106 to 110	....	73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.

Cut size sheet glass, 40% off new list: cash 2%.

GLAZIERS' POINTS

Zinc coated, ½ and ¼ lb. packages, 22c lb.

F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).

Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.

Maritime differential 40¢ per 100 lbs over Montreal.

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 35
Red Seal	20 00	20 35
O.P.W. English	20 00	20 60
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $22; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 50
Genuine, 100-lb. casks	15 50
Less quantity	17 00
Genuine Eng. casks	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	....
10s	0 35	....
5s	0 36	....
1s	0 39½	....
½s	0 43½	....

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL

For prices see weekly report.

LITHARGE

Tons or over (cwt.)	$14 00
Smaller lots (cwt.)	15 00

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.50- 7.00

F.o.b. Montreal, Toronto

PAINTS, PREPARED

Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 10
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 75
½ bbls., gal.	0 80	0 80
5s and 10s gal.	0 90	0 90
1s (per case of 1 doz.)	10 45	10 50

Everjet Black Enamel—		
Crates 2 doz., 8 oz.	2 35	2 35
Crates 12 doz., 8 oz.	2 10	2 10
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25

Carbosota Liquid Creosote Oil—		
Barrels	0 55	0 55
Half barrels	0 60	0 60
5s and 10s, gal.	0 70	0 70
1s (case 12 gals.), cs.	8 25	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots.)	Per lb.
In barrels, about 600 lbs.	0 52
In kegs, about 250 lbs.	0 52½
In 50 lb. and 100 lb. drums	0 53
In 25 lb. drums	0 54
In 1-lb. packets	0 56
In ½ lb. packets	0 58
1 lb. tins	0 58
½ lb. tins	0 60

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY

See Weekly Report.

ROSIN

Barrels, 100 lbs.	$12 00
Less, per lb.	0 14

SHELLAC

	Pure white	Pure orange
Per bbl.	$9 75	$9 00
Gal. jugs	10 05-10 15	9 30-9 40

F.O.B. Toronto, London, Montreal.

NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

TAR	Mont.	Toronto
Coal Tar, refined	8 25	8 50
Coal Har, crude	7 00	7 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 00
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal.	cans
Stove pipe, ½ pts.—	Per do	
B.H.	$1 50	
O.P.W.	1 60	
Anchor	1 [illegible]	
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.		
B.-H. Floor	4 80	
B.-H. Maritime Spar	6 03	
B.-H. Hard Oil	3 24	
B.-H. Gold Medal	4 02	
Elastilite	4 50	
Granitine Floor Finish	4 50	
Hydrox Spar	4 65	
C.P.C. Sun Varnish	4 30	
C.P.C. Sun Aero Spar	4 50	
C.P.C. Sun Waterproof Floor	4 40	
I.V. Elastica, No. 1	5 32	
I.C. Elastica, No. 2	4 38	
I.V. Elastica, Floor	4 38	
Jasperite Interior and Exterior	3 75	
Jasperite Pale Hard Oil	2 75	
P. & L. No. 61	5 06	
Jamieson's Copaline	4 25	
M-S Marble-Ite Floor	4 42	
M-S Wood-Var	4 42	
M-S Durable Spar	5 59	
M-S Finest Interior	4 84	
Elastic Interior	3 14	
Mar-not	4 40	
Quick Action House	2 65	
Rexspar	5 64	
Scar-Not	5 13	
Kyanize Spar	4 94	
Kyanize Cabinet Rubbing	3 84	
Kyanize Interior	3 84	
Luxeberry light	4 72	
Luxeberry granite	4 90	
Luxeberry spar	5 61	
Ramsay's Universal	3 55	
Ramsay's Agate Floor	3 90	
Ramsay's 400 Hard Oil	3 12½	
Crown Diamond Floor	4 25	
"C.D. Big 4" Exterior	5 00	
"C.D. Big 4" Interior	4 50	
"C.D. Big 4" Floor	4 40	
Dougall Univarnish, clear	5 40	
Dougall Transparent, spar	6 00	
Dougall Transparent, floor	5 20	
Copalite	4 00	

F.o.b. Montreal, Toronto

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20

WASTE

Cream, Polishing	$0 28

WHITE

XXX	0 23	XXX	0 24
XX	0 21½	XX, grad	0 22½
X	0 20	XLCR	0 21
XC	0 18½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 8	0 11	Fancy	0 19
No. 1	0 18	Lion	0 17
No. 7	0 16	Standard	0 15
No. 1A	0 14½	Popular	0 13
No. 1B	0 12½	Keen	0 11

Above lines subject to trade discount for quality.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 68
Johnson's	0 68
Jamieson's liquid wax, gal.	3 50
Gold Medal	0 42
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2 75
Gilders, bolted, in bbls.	3 00

Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	4 00

F.o.b. Montreal, Toronto London.

Red "S" Glass

Window Glass
Plate, Figured
Mirror Glass

Stained
Wire, Bent,
Ornamental

Every Reason To Order Early

Present conditions make it advisable for the hardware merchant to look ahead and to buy glass well in advance of his needs to insure delivery. Don't be caught without a stock when Fall comes. The builders, who have been delaying their glass installations, are awaiting a price drop which cannot come.

Every merchant who believes in preparedness should carefully sort up on his lines of glass and order to fill his requirements in plenty of time to have his wants attended to without rush and haste and to insure deliveries at a convenient time.

By such policies the merchant enables us to give the maximum of useful service to the trade.

The Toronto Plate Glass Importing Co., Limited

DON ROADWAY - - TORONTO, CANADA

If interested tear out this page and place with letters to be answered

Winnipeg Hardware Quotations

AMMUNITION

...er per keg, $11.00

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
?2 Colt Auto.	.....	.....	63 00
?/30	.....	.....	70 00
? S. & W.	.....	.....	54 50
?1 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
35/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester Ammunition, 37½% off Dominion List.

Dominion Ammunition—Discount 45% off Dominion List.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.: clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

? 16......	$6 00	18/16.....	$12 00
?4........	5 00	19........	14 00
?........	5 00	20........	14 00
6........	5 00	21........	16 00
?........	5 00	22........	16 00
8........	5 00	23........	18 00
9........	6 00	24........	18 00
10	6 00	25........	21 00
11	7 00	26........	21 00
12	7 00	27........	24 00
13	8 25	28........	24 00
14........	8 25	29........	27 00
15........	9 50	30........	27 00
16........	9 50	31........	30 00
17........	12 00	32........	30 00

Discounts from standard list prices
Irwin ....25% on list
Gilmour ....10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Bar Iron—Round and square, ⅜-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double' 'list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, net list; over 6 inch, 10% adv.; 7-16 inch and larger, 10% adv.; machine ⅜ and under, up to 4 inch, 5%; over 4 inch, 10% adv.; 7-16 and over, 10% adv., machine set screws, 25%; plough bolts, 5% adv.; stove bolts, 45%; shaft bolts, 12½% on; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CHAIN

Coil, 3-16 in., $19.00; ¼in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25%.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHURNS

Barrel, No. 0, $10.50; No. 1, $10.50; No. 2, $11.50; No. 3, $12.50; No. 4, $14.50 each.

CLEVISES, MALL. 18½c per lb.

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Lookout	1 00
Sleepmeter	2 75

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

...ls or Hanks

8, 9, 10 ....$1.08 lb.

DRILLS

Bit stock, 45%; Blacksmith, ... in round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8.00; 12 in., $9.40; 15 in., $12.90.

Conductor pipe, 2 in., per 100 ft., $8.40; 3 in., $10.15; 4 in., $13.40; 5 in., $18.20.

ENAMELWARE

... Wares

FILES

Globe ......Discount 50%
Nicholson Gen........Discount 20%

FITTINGS—Malleable

Class A	50-10%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in....	10%
Nipples 4" and under......	70%

FRY PANS

	Each
Cast iron, No. 8..........	$1 05
No. 9..........	1 15

GALVANIZED WARE

See Wares.

GLASS, WINDOW

	Single	Double
Up to 25-in..........	$18 60	$24 75
26 to 40-in..........	20 30	24 75
41 to 50 in..........	21 85	25 00
51 to 60-in..........	22 85	28 75
61 to 70-in..........	24 55	30 45

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz
Short Pattern	$1 20
Cold Blast, regular	1 20

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs...........	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

HINGES, SPRING

	Doz.
No. 200, jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng..........	$12 75
28 Am. or 26 Eng.	12 35
26 Am. or 26 Eng.	12 05
24	11 90
22	11 90
18 and 20	11 75
16	11 60

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.
Mrs. Pott's No. 55, set.......$2 00
Mrs. Pott's No. 50, set....... 2 15

Mrs. Pott's common sad iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$15 00
Lightning	$15,00

LANTERNS

Cold Blast

No. 2. plain	$13 00
No. 25, Dash-board	.....
Short Globe, doz............	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 00
Barn Door	
5	3 00
8	3 43
9	4 88

LEAD PIPE, $16.11.

LEAD WASTE, $17.01.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report.

MACHINES—WASHING

	Each
Dowswell	......
New Century B	......
New Idea	......
Snowball	......

Prices on application.

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

	Doz
O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 50
Mop Handles	2 10

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	6 85
Star	7 50	8 90

NAILS

Wire, f.o.b. Fort William, $6.25 base; Winnipeg, $6.75. Cut, f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

Net Prices per Roll.

1 in. mesh x 24 in...........	$6 66
30 in...........	8 93
36 in...........	10 50

NUTS

Square, small lots, blank, $5.00; tapped, $5.25 advance on list; Hexagon, small lots, blank, $5.25, tapped, $5.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs...	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.......	6 75

OILS

Wm. Pen motor oil, $1.23; "Buffolite," 25c; Ideal Thresher, 50c. "B" Castor machine oil, 41c; Buffalo engine gasoline, 37c; Buffalo "A" gas engine oil, 55c; Ro... gasoline, 35c; Family safety coal oil, 26½; Summer black oil, 24c; Kelso engine oil, 60c; Electr... 45c; Royalite oil, 23c; Standard gas engine oil, 45½c; Prairie Harvester oil, 53c.

PAINTS, PREPARED

(1 gallon can basis)

	per gal
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors..	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 25	1 10
Cyclone	1 40	1 53
Navy	....	...
Triumph	1 50	1 70

PIPE, WROUGHT.

Per 100 ft.	Buttweld, Steel Blk. Galv.	Gen. Wrot. Iron Blk. Galv
⅛ in.	$ 6 12	$ 8 55
¼ in.	5 67	8 01
⅜ in.	5 81	8 15
½ in.	7 74	9 45
¾ in.	9 59	11 84
1 in.	14 18	17 55
1¼ in.	19 17	23 76
1½ in.	22 91	28 40
2 in.	30 83	38 25
2½ in.	50 00	62 00
3 in.	65 39	81 09
3½ in.	82 85	101 75
4 in.	98 19	120 51
4½ in.	114 30	141 84
5 in.	139 29	165 38
6 in.	172 89	214 52

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.25; 18 x 24, ordinary, $11.25; 20 x 28, ordinary, $11.50.

Stephens'

REGISTERED TRADE MARK

"Save the surface and you save all" *Paint & Varnish*

Makes Friends With Consumers

Because this durable, reliable house paint stands up squarely to the severe weather test of the Canadian climate. It spreads and works evenly over surfaces to the delight of the most particular professional painter.

When you offer *Stephens'* house paint to your customer it is equivalent to offering him an insurance policy on his house against deterioration. It's a genuine surface-saver and actually saves your customer money for which he will be grateful to the *Stephens'* dealer—good-will means continued trade.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

POLISH

O-Cedar—	Doz.
4-oz.	$2 10
12-oz.	4 20
1-quart	10 50
½-gal.	16 80
1-gal.	25 20
Liquid Veneer—	
4 oz.	2 40
12 oz.	4 80
1 quart	10 00
1 gal.	2 34
Bon Ton—	
¼-pints	1 35
½-pints	2 10
Pints	3 25
Quarts	5 10
½-gals.	9 00
Gals.	15 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 35
No. 158, gal. 5" wheel	5 72

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. tins	16¾

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE—

British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in., ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.

Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.

Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.

Lath Yarn, 24¾c.

Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER

Star—	Quire	Ream
00, 0	$0 33	$6 05
½	0 36	6 50
1	0 40	7 30
1½	0 45	8 25
2	0 52	9 30
2½	0 58	10 50
3	0 66	11 90
B. & A.—		
00, 0	$0 41	$7 10
½	0 43	7 55
1	0 48	8 55
1½	0 52	9 95
2	0 58	11 50
2½	0 75	13 25
3	0 85	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 62½% flat head, 65%; oval head, 62½%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	17 75
Excelsior	.....
Cast	17 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	14 37
Bush	16 25

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 50
14 gauge	9 50
16 gauge	9 60
18-20 gauge	9 80
22-24 gauge	9 85
26 gauge	9 90
28 gauge	10 00

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 48 to 49c.

SPIKES — BOAT

Pressed, ¼-in., $10.55; 5/16, $9.80; ⅜, $9; ½, $8.75.

STAPLES

Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12: crucible plow, $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H. & N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	1 00
Cotton, 4-ply, cones	1 00
Cotton, 4-ply, balls	1 02

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 20-20-10% discount.

Colonial Imperial, Pearl, 6-2% discount.

Premier, Canada, Diamond, plus 18%.

Whitewear, 25-5-2%.

Japanned Ware, list, plus 37½%.

Japanned Ware, white, list, plus 47½%.

Japanned Sprinklers, list plus 37½%.

Stamped Ware, plain, 20-10-7½-2½% discount.

Stamped Ware, retinned, 15-10-5-2% discount.

P[illegible] 75%.

Pieced Tinware, copper bottoms, list plus 95%.

Sheetiron Ware, list plus 46%.

Light Galvanized Pails, plus 55%.

Tubs—

Light, plus 57½%.

Heavy, 47½%.

Pails and Tubs, plus 55%.

Jap. Coal Hods, list plus 72½%.

Galvanized Coal Hods, list plus 87½%.

WASHERS—

Size	Case lots	Less
3/16 in.	$20 60	$21 10
¼ in.	18 08	18 58
5/16 in.	16 96	17 46
⅜ in.	15 70	16 20
7/16 in.	14 72	15 22
½ in.	14 16	14 66
9/16 in.	14 02	14 52
⅝ in.	13 88	14 38
¾ in.	13 74	14 24
⅞ in.	13 60	14 10
1 in.	13 60	14 10
1⅛ in.	13 60	14 10
1¼ in.	13 88	14 38
1⅜ in.	13 88	14 38
1 7-16 in.	12 05	12 55
1½ in.	12 05	12 55

WASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WIRE — BARB

Lyman, 4-point, $5.80 Winnipeg; Glidden Cattle, 2-pt., $5.60 Winnipeg; Baker, 2-pt., $5.50 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No. 9, $6.50; No. 12, $6.65; coil spring, plain, Winnipeg, No. 9, $6.55; No. 12, $6.70.

Patented screen in 100-ft. rolls $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop $7.75 Winnipeg, $7.25 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $7.20; No. 10, $7.26; No. 12, $7.40; No. 14, $7.60; No. 15, $7.75; No. 16, $7.90 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES — PIPE

Stillson—	
6 inch	$1 40
8 inch	1 55
10 inch	1 75
14 inch	2 45
18 inch	3 50
24 inch	5 05
36 inch	9 45
Trimo—	
10-inch	$1 81
14-inch	2 50
18-inch	3 63
24-inch	5 25

Always Ready	Black (Dozen)	N. P. (Dozen)
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

When writing to Advertisers kindly mention this paper

A Postcard Will Bring You Prosperity

A postcard from you will bring our monthly Warehouse Stock Lists, showing paying lines for the dealer.

Everything listed from plain metals to finished products for the use of Railways, Shipbuilding and Mining Companies, Public Works, etc.

The only complete Warehouse Stock in the West.

We make immediate shipments from stock of

Bars

Iron and Mild Steel in Flats, Rounds, Squares or Twisted. All Sizes.

Bands, Boiler Tubes, Bolts, Nuts, Rivets, Cap and Set Screws, Beams, Angles, Channels, Plates, Tees, Tool Steel, Rails, new and relaying, Gauge Sheets, Shafting, Wire Cable, Babbitt Metals, Solders, Pig Lead, Pump Rods, Turn Buckles, etc.

Send for Stock List To-day.

The Manitoba Steel & Iron Co.
LIMITED
Steel, Iron and Metal Merchants
WINNIPEG, CANADA

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG

O-Rib-O

Round Coal Chute

This shows a wall in section so that our Round Coal Chute can be seen as it appears in place. The door of this serviceable coal chute is also made with a flange which fits over the rim of the frame, making it both wind and water proof. It is fitted with our self-locking device.

With walls under 12" thick, use No. 1 or No. 4. Over 12", No. 2 or No. 5.

O-Rib-O Manufacturing Co.

Winnipeg, Manitoba

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horse-Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.

HARDWARE SPECIALTY LINES WANTED FOR WESTERN CANADA

P. R. BRECKEN, Limited

Manufacturers' Agent

108 Sixth Avenue West

CALGARY ALBERTA

Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.

If interested, tear out this page and keep with letters to be answered.

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

Solex
Electric Lamps
Pure Continuous Filament

Solex Lamps combine quality materials, and superior workmanship, to which is added a lamp—life guarantee of 1,500 hours. A lamp that will save you money.

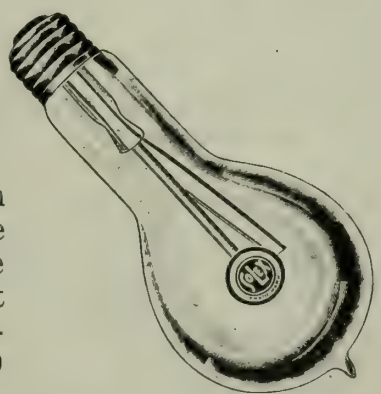
The Blue Bulb Lunar Lamp when illuminated gives a soft and diffused light. A most suitable lamp for window illumination. All Solex Tungsten Lamps are pure continuous filament, drawn through diamond eyes into a fine, strong wire. Breakage is minimized through springy metal supports.

Round Tungsten

Brilliant — yet economical; Solex Nitrogen Lamps give a white, intense light closely resembling natural light. They give more light with the same cost for current. The Solex Low Voltage Nitrogen Lamps are specially designed for use on farms. Conserve electricity, yet give a steady, bright light.

Tungsten Lamp

The Round Bulb Tungsten Lamp will be found in some cases more suitable than the pear-shape. Can be used to fit in smaller electric light fixtures, and etc. Carries 1,500 hour guarantee.



Nitrogen Lamp

The J. H. Ashdown Hardware Co., Limited
Winnipeg

Calgary **Saskatoon**

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
H. W. Johns Manville Co., Toronto, Ont.

Ash Sifters
Leslie Tinware Co., Ltd., The, Ottawa, Ont.
Samuels & Co., J., Toronto.

Auger Rings
Crescent Co., The, Meriden, Conn.

Auto Accessories, Equipment and Supplies. (Jobbers)
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
Northern Electric Co, Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Hurtubise, Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
The All-Way Mfg. Co., Toronto, Ont.
Apollo Plug Mfg. Co., Birmingham, Eng.
Auto Specialties Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
K-P Products Co., Inc., New York.
Will. B. Lane, Chicago, Ill.
Marquette Mfg. Co., Inc., The, St. Paul, Minn.
The Locktite Mfg Co., Windsor, Ont.
John Morrow Screw & Nut Co, Ltd., Ingersoll.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill
C. A. Shaler Co., Waupun, Wis.
A Schrader Sons, Inc, Toronto.
The Star Specialty Mfg. Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Great Western Smelting & Refining Co., The, Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co Ltd., Toronto
Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Balts, Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co., Ltd., The, Toronto.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Cotton
Campbell Agencies, Toronto.
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Blankets, Horse
J. J. Turner & Co, Peterboro, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Boiler Patch
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Coupling
John Morrow Screw & Nut Co., Ltd., Ingersoll

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.

Bolts, Hanger Screw
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada. Ltd., The, Hamilton, Ont.

Bolts, Stay
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada; The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
Renaud Motor Supply Co., Ltd., The, Montreal.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

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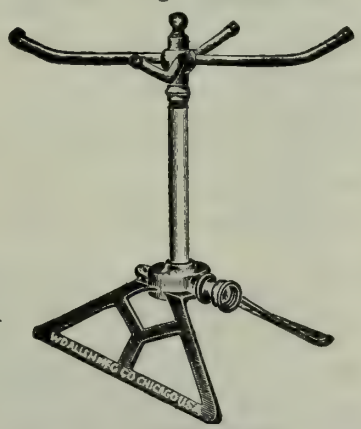

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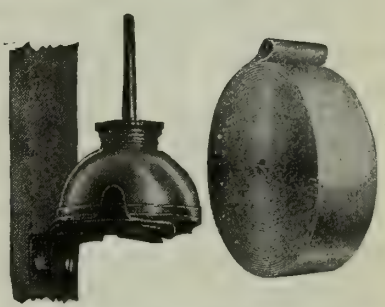

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WOOD, VALLANCE & LEGGAT LIMITED, Vancouver

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THE BUYERS' GUIDE

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blacksmith Supplies
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Smythes, Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
National Hardware Co., The, Orillia, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carbon Reducers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The Nationaal Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.
National Hardware Co., The, Orillia, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement
The Barrett Co., Ltd.

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co., Hartford, Conn.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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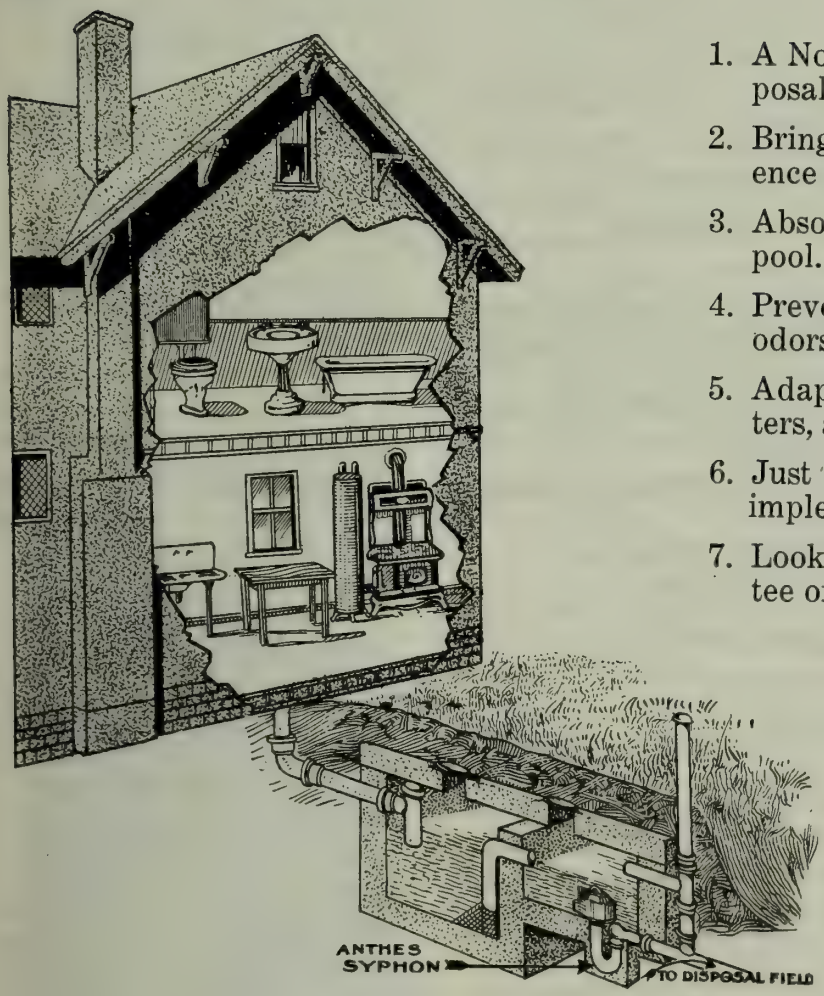

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Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.

Door Hangers
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Munderloh & Co., Ltd., Montreal, Que.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Engine Studs
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

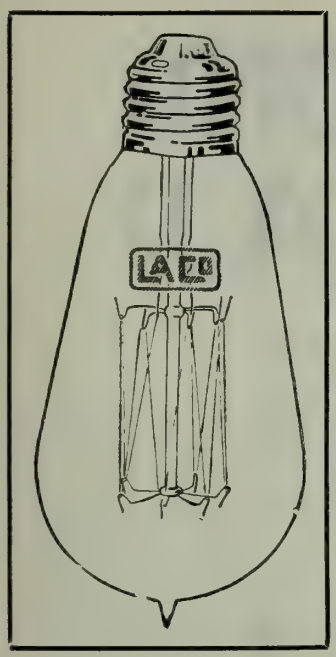
Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.



LACO TUNGSTEN AND NITRO LAMPS

ARE

BACK AGAIN

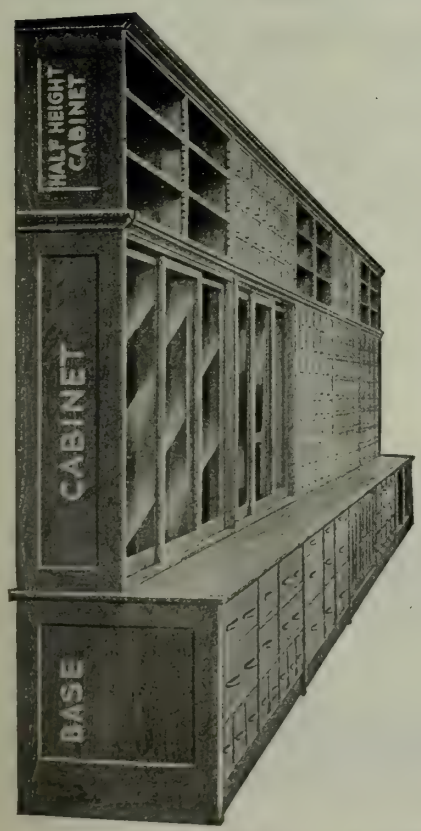
After a period of nearly two years during which, it has been practically impossible to secure them, we are again in a position to fill your orders for these well known lamps.

And there is no difference between the lamp we can now ship you and the previous ones except that, whereas they were formerly made in Holland, they are now made in Canada.

The quality and efficiency are the same. When you supply a customer, with one of these lamps, you are not guessing, **you know** that you are supplying him with lighting satisfaction, you have our guarantee as to that. So if you have not arranged for your supply, do so now.

GREAT WEST ELECTRIC COMPANY, LIMITED

WINNIPEG



"DULUTH"

Sectional Hardware Store Equipment

The Unit System

When locksmiths filed out locks one by one they were expensive and crude. Standardized and stamped out by modern machinery, they sell from twenty-five cents up.
It's the special made-to-order suit that costs the most.
Just so store furniture; built in quantities on the standardized unit plan, is the biggest value for the money. It is flexible, adaptable to any lay-out, and not injured in the least by moving or rearranging. Not a high-cost system that only a few can afford, but a practical, commonsense, medium priced system for all retail hardware merchants, whether large or small. It is an improvement on the old store that will fit in the new store as well, and can be added to at any time. It grows with the business, and makes the business grow.
An illustration of a typical unit is shown. It consists of end panels placed at the end of each combination; one or more bases, which may be fitted with doors, drawers, shelves or bins, and cabinets or half-height cabinets, fitted with shelves, display doors, sliding doors or interchangeable drawers of assorted standard sizes.
"Increases sales and cuts costs."

Makers of "Duluth" Sectional Hardware Store Furniture

Ask for Complete Catalog No. 10

Duluth Show Case Company, Duluth, Minnesota, U.S.A.

If interested, tear out this page and keep with letters to be answered.

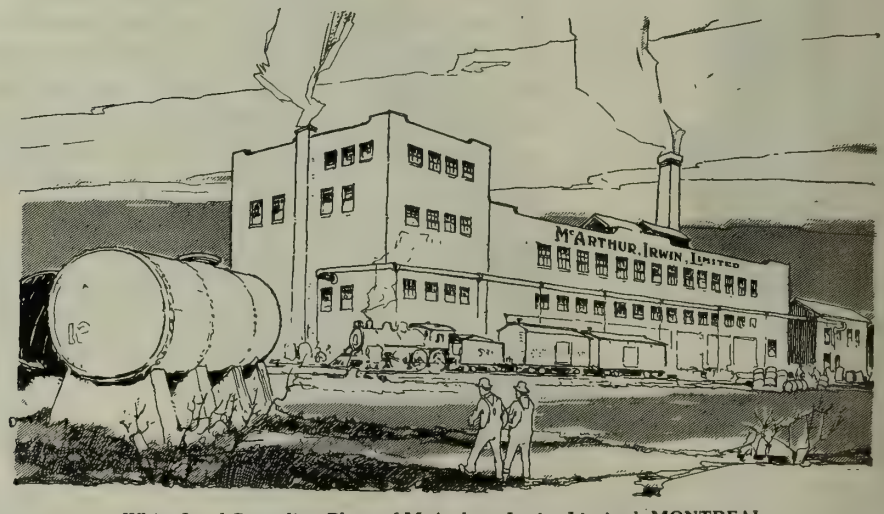
CROWN DIAMOND WHITE LEAD

Admittedly the finest white pigment produced in Canada. It is corroded under the most skillful technical control by our new and greatly improved process—

Crown Diamond White Lead is a pure, beautiful white of silky smoothness, free from moisture, of uniform grade and the highest quality.

Crown Diamond White Lead is backed by the reputation of an old established firm and is the best White Lead you can buy.

Write to-day for our interesting booklet "From Pig Lead to White Lead." It describes our process of corroding.



White Lead Corroding Plant of McArthur, Irwin, Limited, MONTREAL

If interested, tear out this page and keep with letters to be answered.

CROWN DIAMOND LIQUID PAINTS

Crown Diamond Paints have endured since 1842 and the enviable reputation they have gained during all these years is known from coast to coast.

That Crown Diamond Paints are of an unusually high standard—that the formula on which they are manufactured makes them look better and last longer is shown by many expert tests and the opinions of unbiased paint authorities.

Help your customers to a better understanding of paint by selling them this old established proven line—

"Save the surface and you save all" Paint & Varnish

We will gladly tell you more about this thoroughly practical Paint. If you will write to-day to

McARTHUR, IRWIN, LIMITED

Established 1842 **Montreal**

Distributors of Crown Diamond Paints:

Stewart & Wood, Limited, Toronto. W. B. Dalton & Sons, Kingston. Crowell Bros., Halifax, N.S. Robertson, Foster & Smith, Limited, St. John, N.B. Farquhar & Gill, Vancouver, B.C.

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Ltd., London.
Imperial Oil Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Williams & Co., J. H., Brooklyn, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Vander Linde Rubber Co., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Gopher Poison
Anton Mickelson Co., Ltd., Winnipeg, Man.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.
Beatty Bros., Ltd., Fergus, Ont.
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co, Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Wells Bros. of Canada, Galt, Ont.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hinges, Spring
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

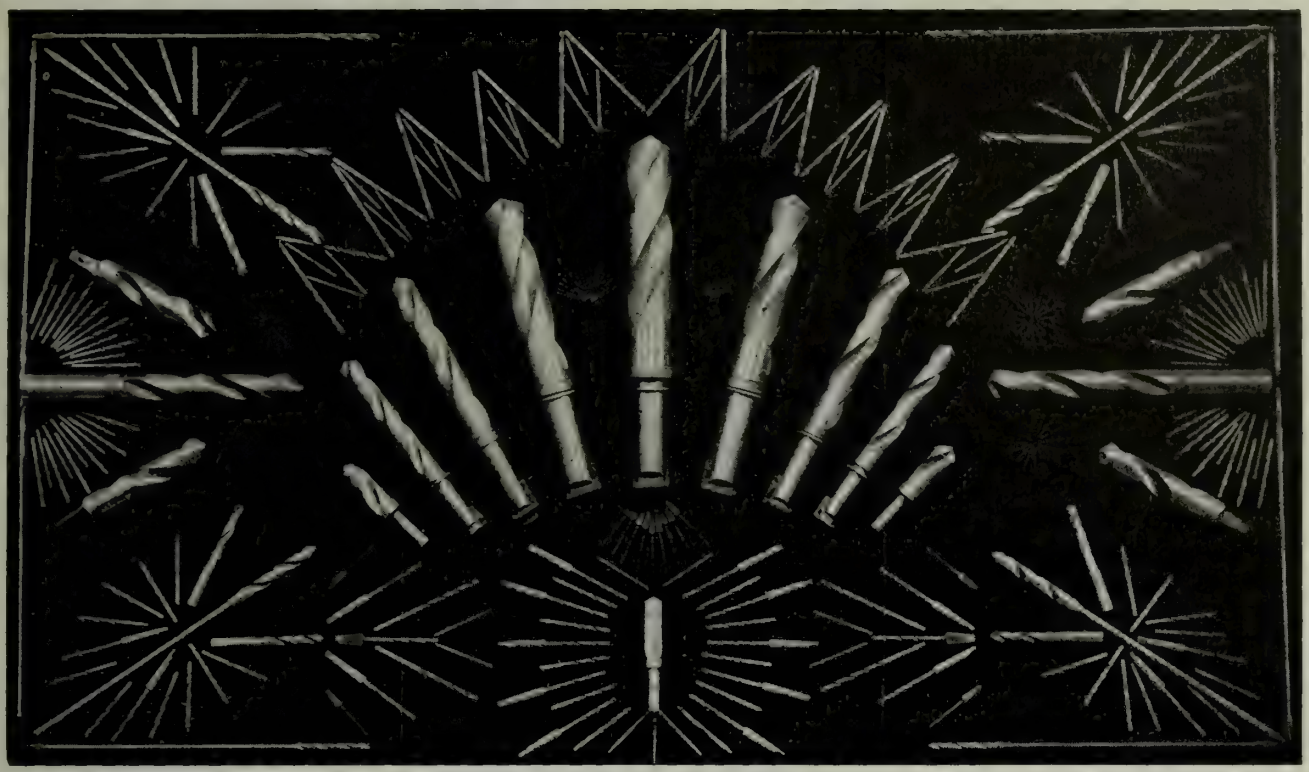
Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.



Morrow Drills for Particular Buyers

The most particular buyers in the average hardware store are men who demand tools of precision, tools that will do their work correctly down to the thousandth part of an inch.

These men are always willing to pay a fair price for a good product.

They include superintendents, foremen and individual users of tools. Their patronage is highly desirable—they need and want the best. When it comes to drill requirements they are critically careful.

You will require less selling time and effort to sell "Morrow High Speed Forged Drills." If you carry a complete stock of "Morrow High Speed Forged Drills" the news will soon spread around among drill users.

You can safely guarantee every "Morrow" drill. They are made from hammered steel bars—"Morrow" tempered—made with a graduated thickness of web, giving strength where strength is needed.

More Holes with Less Re-grinding

John Morrow Screw & Nut Company, Limited

Ingersoll *London, England—7 Hop Exchange Southwark St., S.E. 1.* **Canada**

"Oldest, Largest, Best Equipped Plant in the Dominion Manufacturing Set Screws, Cap Screws, Engine Studs, Semi-Finished Nuts"

"Sole Distributors for the Ingersoll File Company's Files"

Try Your Jobber First

No Reliable Jobber will Substitute

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Hooks, Fish
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The Graselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
London Rolling Mills, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calendar Mfg. Co., St. Paul, Minn.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Inc., Philadelphia.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.
White & Colquhoun, Glasgow, Scotland.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Montreal.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mills, End
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Milling Cutters
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd. Brockville, Ont.

G R

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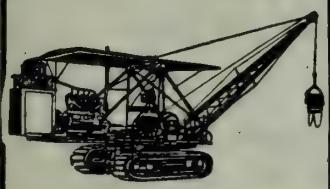

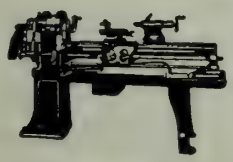

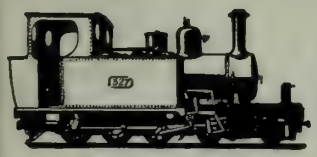

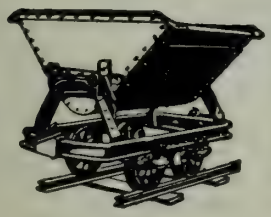

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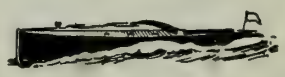
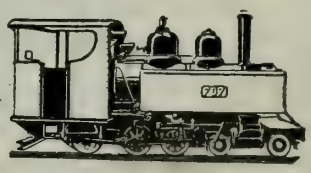
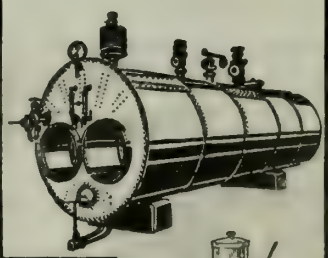
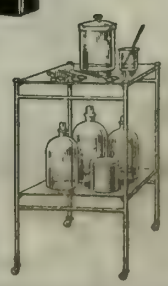
Agricultural Machinery
Aircraft
Furniture
Textiles and Clothing
Boots and Leather Equipment
Motor Boats, etc., etc.









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Cable address: "DISPEXPORT, MUNORGIZE, LONDON."

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Cold Pressed
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts of Every Variety of Finish
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Wool Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iren and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 180 North State St., Chicago., Illinois.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pins, Taper
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Wells Bros. Co. of Canada. Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd. Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington, D.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
B. McDougall Co., Ltd., Galt.
F. R. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton Ont.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

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THE BUYERS' GUIDE

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.
"X" Laboratories, New York.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Sales Co., Toronto.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Butterfield & Co., Rock Island, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asestos Co., Montreal, Que.
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Screws, Set and Cap
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Thumb
John Morrow Screw & Nut Co., Ltd., Ingersoll.
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shellac
Stewart & Wood, Ltd., Toronto.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Show Cases
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Souris, Man.

Sifters, Ash
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
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Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder, Silver
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spark Plugs
Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Walker, Vallance, Limited, Hamilton, Ont.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Tacks
The Canada Tack & Nail Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Vander Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Toboggans
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Williams & Co., J. H., Brooklyn, N.Y.

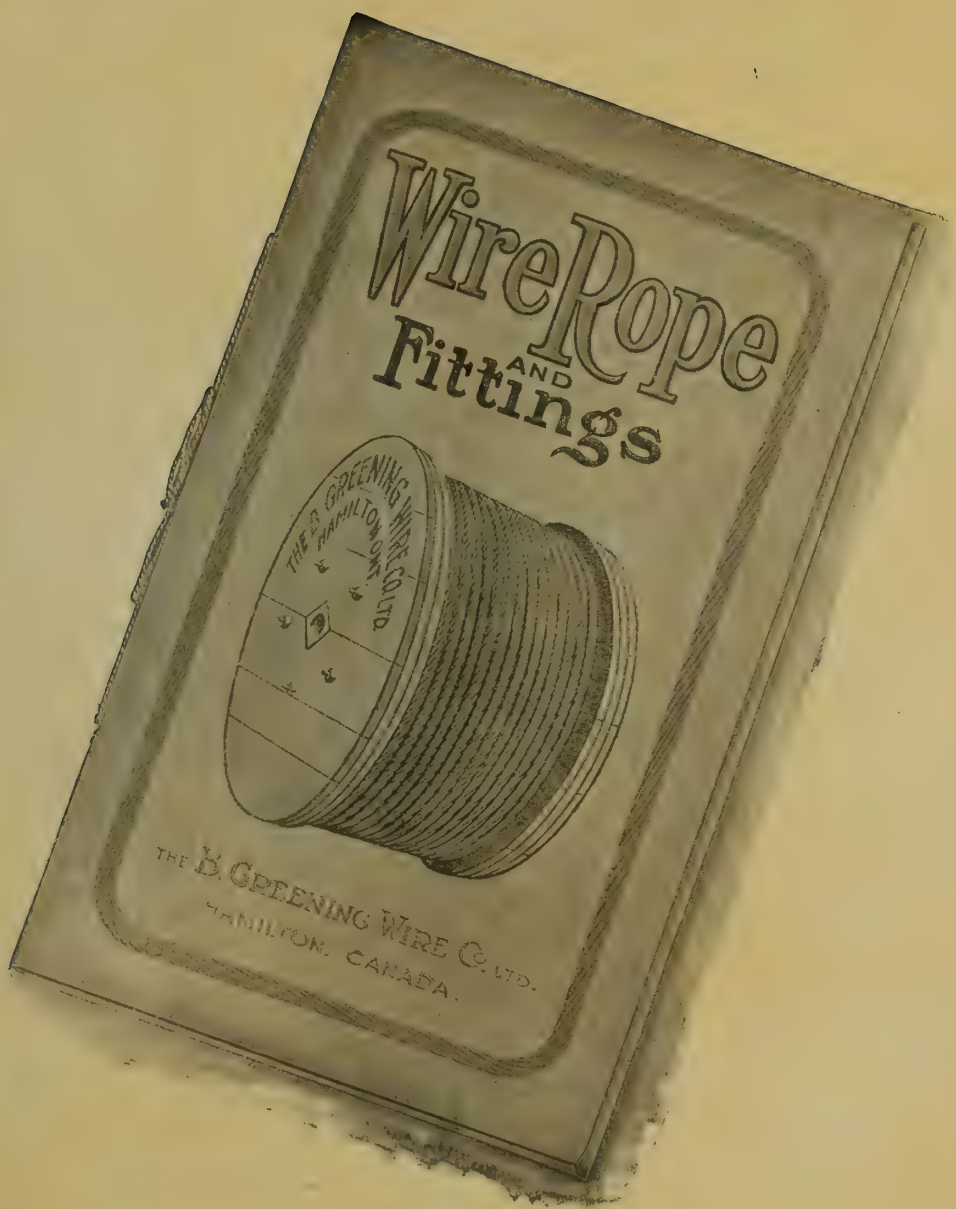
Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
James H. Cummings, Chicago, Ill.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.



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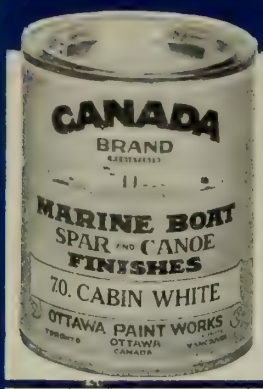

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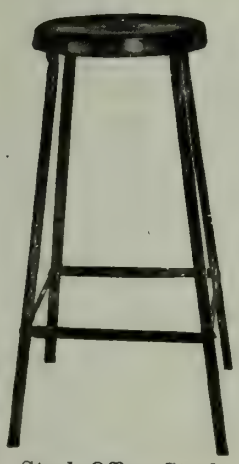

Steel Office Stools

Steel Lavatory Partitions

Steel House or Office Safe

Steel Stationery or Material Cabinet

THE DENNIS WIRE AND IRON WORKS CO. LIMITED

LONDON CANADA

Halifax Montreal Ottawa Toronto
Hamilton Winnipeg Calgary Vancouver

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H. W. Johns-Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Tumbler Holders
Americaan Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Kribs Ltd., Wm. A., Hespeler, Ont.
Maxwells, Ltd., St. Marys, Ont.
Nineteen Hundred Washer Co., Toronto, Ont.
Schultz Bros., Brantford, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Wax, Floor
Stewart & Wood, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheelbarrows
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
H. S. Howland Sons & Co., Toronto.
Kent-Garvin Co., Ltd., Hamilton, Ont.
Rice Lewis & Sons, Ltd., Toronto.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Regina Plate Glass Co., Regina, Sask.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wooden Specialties
Schultz Bros., Brantford, Ont.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
The Great West Smelting & Refining Co., Vancouver, B.C.
The Hoyt Metal Co., Toronto.

MEAKINS BRUSHES

M & S 1852

Faultless Workmanship

is one of the many strong selling points of Meakins Rubber-Brushes. The Meakins line is a reliable, fast-selling line backed by years of experience. It assures a profitable increase in business.

The consumer welcomes the advantage of Meakins Rubber-set Brushes — the bristles can't come out. The work is never spoilt by bristles sticking to the surface. Send your order in to-day.

Write for complete Catalogue. Order through your jobber

Meakins & Sons Limited, Hamilton, Ont.

Warehouses: Winnipeg, London, Toronto, Montreal, Vancouver. Pilkington Bros., Calgary, Alta.

MEAKINS RUBBERSET BRUSHES ALWAYS SATISFACTORY

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Products That Tell of Your Store—Not on It!

The McArthur line of Building Papers, Tarred Felt, Sheathing and Tar Products and Wrapping Papers of all kinds is dependable, reliable and saleable.

TRADE AM MARK

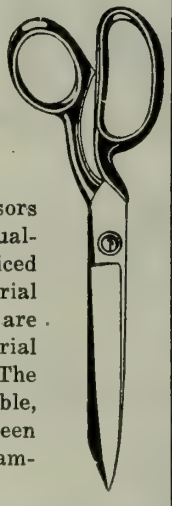
They are tried and proved in service and give that satisfaction to consumers that increases confidence in your store and builds the future prosperity of your business.

Write for Literature and Keep Samples in Sight

Alex. McArthur & Co., Ltd., 82 McGill St., Montreal, Canada

"ACME" Leads 'Em All

Famous Since 1874



"Acme" cast Shears, Scissors and Tinners' Snips excel in quality and finish for low priced cutlery. The special material and strengthening elements are controlled from the raw material to the finished product. The blades are tough and durable, and have the Acme famous, keen and sharp cutting edges—famous the world over.

"ACME" Shears and Scissors are profitable to import: discriminating importers do not hesitate to carry adequate stocks. Our exceptional manufacturing facilities enable us to satisfactorily fill orders, and to quote interesting prices.

A COPY of our No. 5 Illustrated Catalogue—"The Scissors Encylopaedia"—will be sent on request. All prices F.O.B. Bridgeport, Conn.

The Acme Shear Co.
Bridgeport, Conn., U. S. A.

Incorporated 1882
Capital Stock, $500,000

Canadian Agent
Mr. A. J. McCrae, 23 Soott St.
Toronto

FISHING TACKLE!

Incomparable INCOMPARABLE REGISTERED TRADE MARK. **Brand**

Buyers are respectfully requested to place their orders for early delivery 1921, NOW
Our Mr. Thos. Tully will visit Canada earlier this year, beginning his trip in July, and he hopes to receive a continuance of the kindness and courtesy hitherto extended to him by our many friends in the Dominion.

Ludgate, Ryder, Thomas & Co.
Clive Road
Redditch - England
Representative—Canada and U.S.—Thos. Tully, Riverside, Illinois.

When Answering Advertisements Kindly Mention this Paper

If interested, tear out this page and keep with letters to be answered.

"Hercules" Sash Cord

The reputation of this brand has been thoroughly established in the Canadian market for the last eighteen years. It compares in quality with the best imported brands, but is sold at a considerably lower price and can be safely recommended for any job.

All wholesale hardware dealers carry "Hercules" Sash Cord and can fill orders promptly

Manufactured in Canada

BALE-TIES

SINGLE LOOP — For Bailing — CROSSHEAD

Hay, Straw, Rags, Paper, Flax, Excelsior, Shavings, Etc.

5 ft. to 12 ft. long. 12 to 16 Gauge Wire. Other Lengths or Gauges if required.

WIRE

Bright, Annealed, Coppered, Tinned, Galvanized, Etc., for any purpose. All Sizes, Any Temper.

We carry at all times the LARGEST STOCK of Bale-Ties in Canada

THE

LAIDLAW BALE-TIE CO.

LIMITED

Factory and Head Office HAMILTON, ONT.

A. T. Diggins, Stair Bldg., Toronto
H. E. O. Bull, 184 Mance St., Montreal
M. Bryan 24 Aldgate, London ,Eng.
Norman Jessiman 505 Hastings St. West Vancouver B.C.

The safe revolver to use is the safe revolver to sell

THE same reasons that make the Iver Johnson the safe revolver for home protection make it the fastest-selling revolver for you to stock. The fact that you can drop it, thump it, jolt it, or even "Hammer the Hammer" without fear of accidental discharge, makes men, and women, too, feel the security of its safety.

32 Caliber Hammerless Regular Grip.

And so, while the Iver Johnson is essentially a man's revolver, its absolute safety from accidental discharge make it the accepted and ever-present assurance of protection to the home, property, and personal safety of the American woman.

38 Caliber Hammerless Perfect Grip

Stock the entire line—22, 32, 32 special and 38 calibers, Hammer and Hammerless models with Regular, Perfect Rubber, and Western Walnut grips.

Why not carry Iver Johnson shotguns, too? Then you can capitalize on the entire Iver Johnson line of firearms.

IVER JOHNSON SAFETY—AUTOMATIC REVOLVERS

32 Caliber Hammer Regular Grip

Send for Dealer Information

Write for catalog and complete dealer information on firearms; also on bicycles and motorcycles.

IVER JOHNSON'S ARMS & CYCLE WORKS

330 River St., Fitchburg, Mass.

99 Chamber Street New York
717 Market St., San Francisco

"The Safe Revolver to Sell"

32 Caliber Hammer Western Walnut Grip

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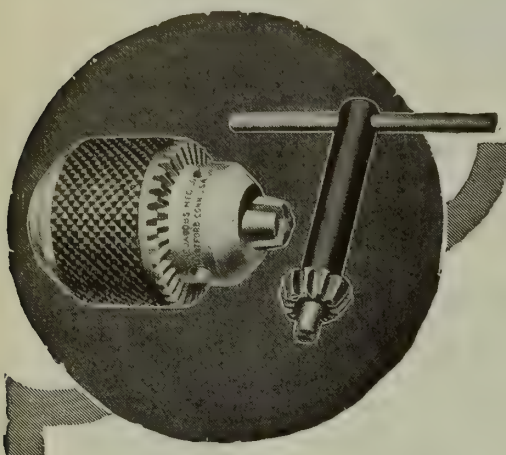
JACOBS CHUCKS



---as advertised

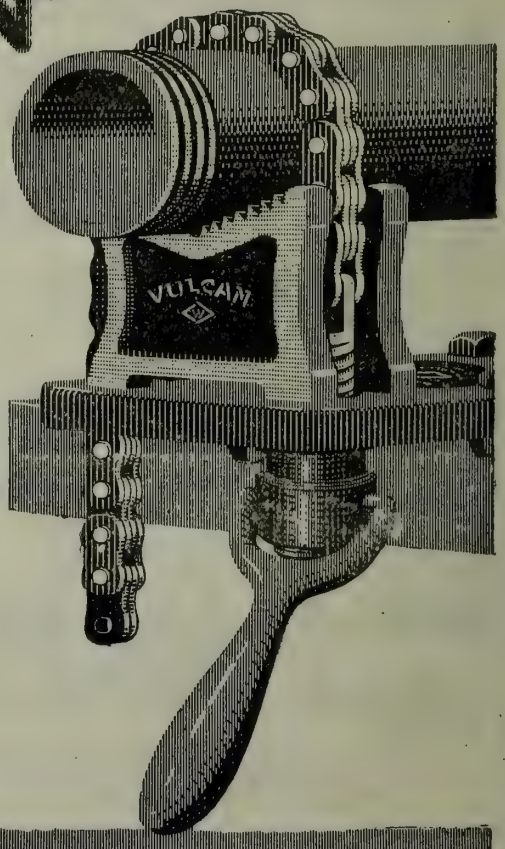
Jacobs Chucks have always fulfilled what has been claimed for them.

Their tested and proven performance has made them the choice of the driller and the preference of the purchaser. Hence their selection as standard equipment by foremost drill makers.

That's why Canadian hardware dealers handling mill supplies have found Jacobs Chucks a most profitable line.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

WILLIAMS' "VULCAN" DROP-FORGED CHAIN PIPE VISE



MADE entirely of drop-forged and wrought steel, these Vises are unbreakable, compact, rapid in action and positive in gripping pipe. They are attachable *anywhere*—any handy bench, post or other support will serve. Remember, Williams' Chain Pipe Tools have been *Standard* for nearly half a century—they are all backed by our absolute and unconditional guarantee of service. Vises in 3 sizes for ⅛ to 8-inch pipe.

Descriptive Booklet on request.

J. H. Williams & Co.

"The Drop-Forging People"

50 S. Clinton Street	30 Vulcan Street	30 Richards Street
Chicago, Ill.	Buffalo, N. Y.	Brooklyn, N.Y.

W. Bruce Campbell, Western Canadian Agent
30 Confederation Life Bldg., Winnipeg, Canada

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Profit Makers—All Three

IMPERIAL Parowax, Imperial Household Lubricant, and Imperial Ioco Liquid Gloss are in demand the year round.

All three products are needed every week for some one of their many uses, and the average housewife usually must replenish her supply frequently.

These products are staple specialties—not seasonable sellers. You can afford to give them valuable counter and window space.

Look to your stocks to-day and make sure you are supplied. Ample stocks assure satisfactory profits.

New stock can be obtained from Imperial Sales branches in leading cities.

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

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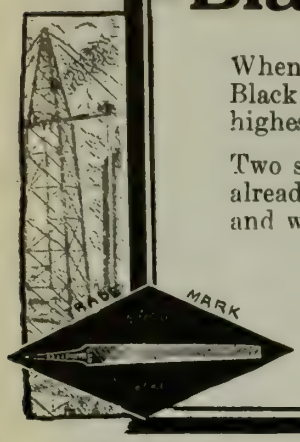
Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

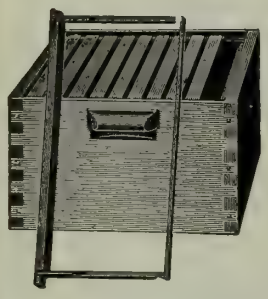
Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.
Owned and Operated by Nicholson File Co.

Now Is The Time!

Order

Beekeepers' Supplies
and keep in the game



STANDARD SIZE HIVES

EXTRACTED AND SECTION SUPERS

All Styles of Frames

FOUNDATION AND EXTRACTORS

Honey Tins and Honey Jars
Literature on Bee Culture

Ask for Catalogue and Trade Discounts

The Canadian Bee Supply & Honey Co.
LIMITED

73 Jarvis Street, Toronto
Factory - - Stouffville, Ont.

Practise Thrift
and
Lessen Fire Hazard

By the Use of our

HAND OIL PUMP

It will eliminate the drips from your oil barrel

Hamilton Motor Works, Limited
Hamilton, Canada

Kiddie-Kar
Extensively Advertised

Kiddie-Kar success has been well-founded on merit. Skilful modern advertising has made that merit widely known to thousands of consumers in the shortest period of time so that the dealer finds ready acceptance for Kiddie-Kar. It is profitable and gives a quick turnover on the investment.

Canadian K-K Company, Limited
Elora Ontario, Canada

We are Eastern Canada representatives for the celebrated

V. D. L. TIRES AND TUBES

AND

"VIKO" ALUMINUM PRODUCTS

A full line of Auto Accessories, Electrical Specialties and Hardware requisites

HURTUBISE LIMITED

Successors to

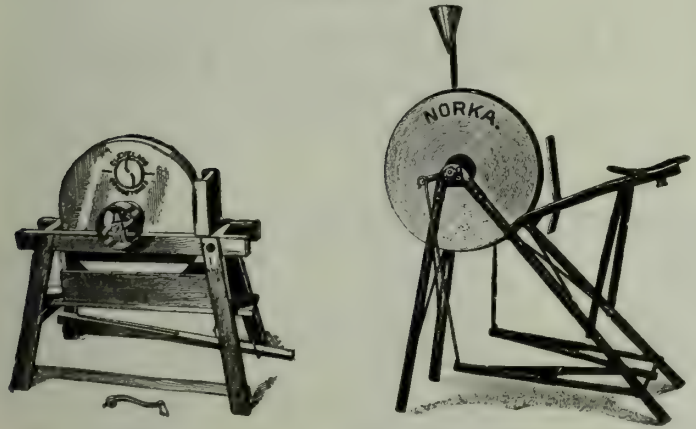
North American Hardware Supply Limited

222 Notre Dame Street West, Montreal, Canada

Cleveland Grindstones

PRESERVE TOOL TEMPER

CLEVELAND TRADE MARK GRINDSTONES



THE CLEVELAND STONE CO.

Union Bldg. Cleveland, Ohio

Bisset & Webb, Limited, Winnipeg, Man.

Western Distributors

THIS SIGN STANDS BACK OF OUR **QUARTER OF A CENTURY'S EXPERIENCE** IN THE PRODUCTION OF ALL COMMERCIAL FORMS OF **ALUMINIUM** OF HIGHEST **PURITY** AND FINISH

WE ARE ALWAYS AT YOUR SERVICE.

THE BRITISH ALUMINIUM COMPANY, LIMITED

263-267 Adelaide St. West, Toronto

Eastern Agents: Spielman Agencies, Montreal

If interested, tear out this page and keep with letters to be answered.

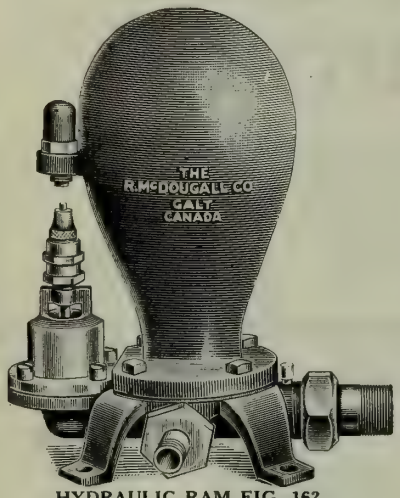
Quick Sales
Big Profit
Satisfaction

Occupy But
Little Space
Sell Easy

Here is a quick, easy seller that takes up little space in your store. An extensive investment in advertising has increased the demand everywhere for an article so effective that it creates naturally an enormous demand. Display Mendets and they sell themselves. Write your jobber.

Collette Mfg. Company, Collingwood, Ont.

"McDOUGALL" IMPROVED HYDRAULIC RAMS



HYDRAULIC RAM FIG. 162
Built in Sizes No. 2, 3, 4, 5, 6

A Simple, Effective Automatic Machine for Elevating Water and Conveying it to Any Desired Point

We solicit correspondence with dealers desiring to carry this line. And we are always ready to give you the benefit of our experience, gained by installing hundreds of them throughout the country.

THE R. McDOUGALL CO. LIMITED
GALT - - ONTARIO

No. 30 Cold Chisel Assortment

MAYHEW

"Every blow of the hammer refines the steel"

Sell more cold chisels

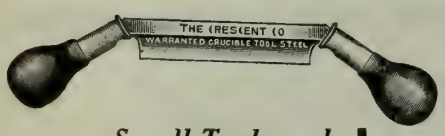
Your mechanic customers will quickly discover the superior quality and design of these Mayhew cold chisels when you place them on your counter. The assortment consists of 24 chisels, including Regular, Cape, Round Nose and Diamond Point taper, and all sizes from ¼ inch to ¾ inch, shipped in our combination display and packing case. Their quality is guaranteed. They have the patented easy-to-hold Mayhew hand grips.

Every Mayhew tool sold sells others. Stock the entire line. **At your jobber's—or**

MAYHEW STEEL PRODUCTS, INC.
291 Broadway, New York

CAMPBELL AGENCIES
McKinnon Building Toronto, Canada

MAYHEW MADE TOOLS ARE RIGHT



Small Tools and Hardware Specialties Hack Saws and Frames

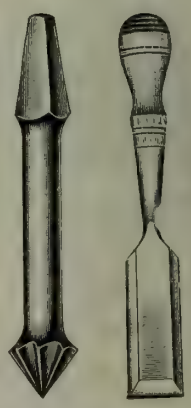
Crescent Line

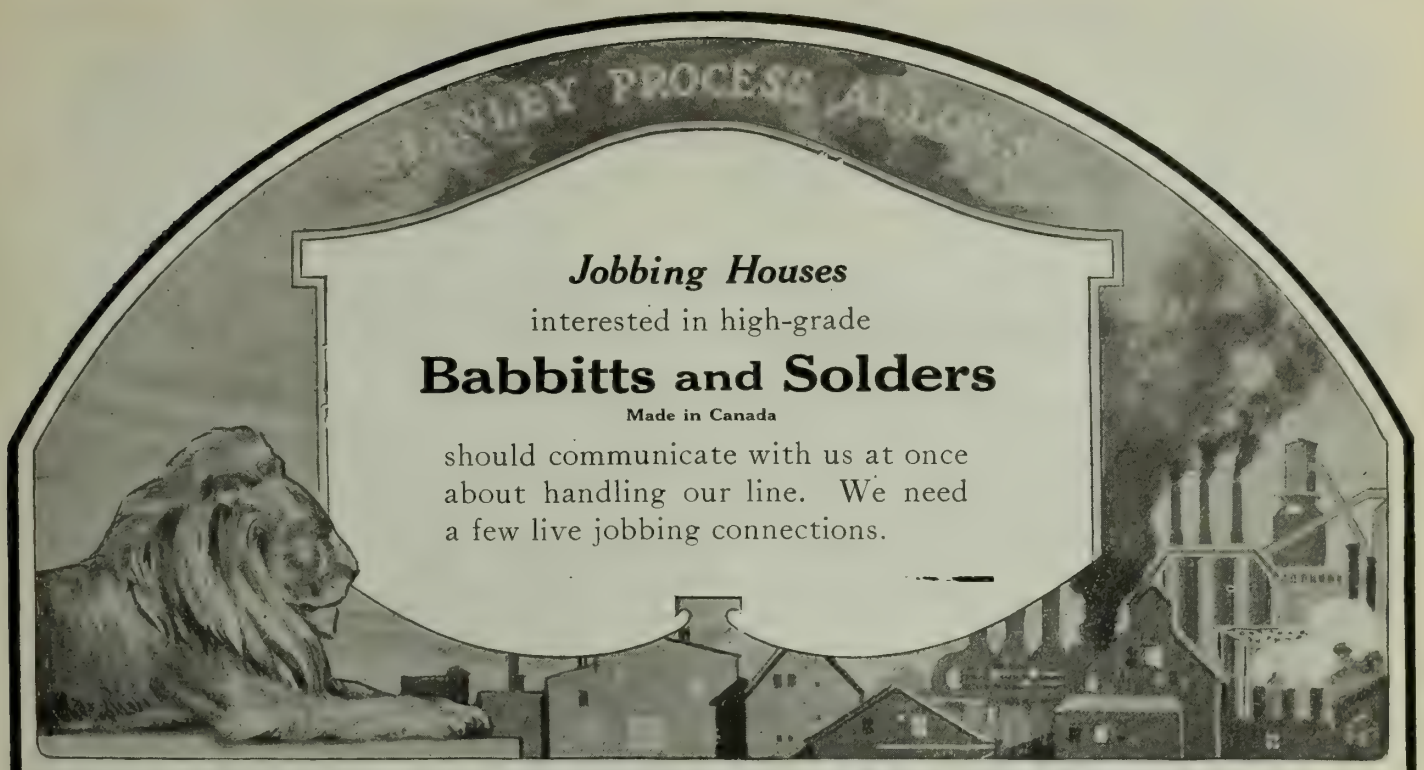
A reliable, salable line of goods that are made up to a standard of quality that holds your customers and builds future sales.

At Your Jobbers

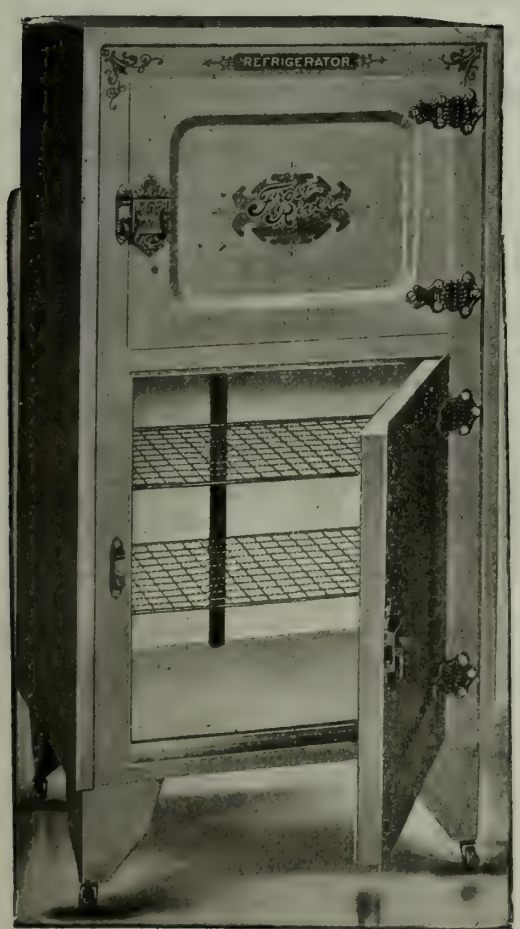
Campbell Agencies
Toronto, Canada

The Crescent Company
Meriden, Conn.





BRITISH SMELTING & REFINING Co. Limited.
Drummond Building Montreal.



REFRIGERATORS

The "Frost River"--The Housewife's Ideal

Made entirely of galvanized steel sheets, finished outside with beautiful French grey enamel and inside with snow white enamel. Fitted with removable tinned wire shelves that will not rust. Easily cleaned, absolutely sanitary, and is a great ice economizer. Place a Davidson "Frost River" Refrigerator upon your floor. It readily sells itself.

Write to-day for full particulars and prices.

The Thos Davidson Mfg Co Limited

DAVIDSON'S PREMIER MADE IN CANADA SEAL OF DURABILITY

Head Office : Montreal

Branches :
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Steel Foundry Division :
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We Are The Leading Distributors
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Our reputation has been won by our efficient service

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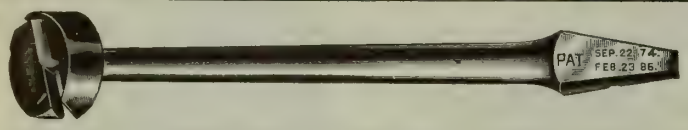
SPIELMAN AGENCIES, Reg'd, Read Bld., 45 St. Alexander Street, MONTREAL



THE PROGRESSIVE MANUFACTURING CO.
Torrington, Conn,. U.S.A.

FORSTNER BITS

bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and

CANADIAN ROLLING MILLS CO,. LIMITED

WORKS: LACHINE CANAL, MONTREAL

Manufacturers of

BAR IRON and STEEL: Rounds, Squares and Flats

Also Twisted Steel Bars for Reinforcing

SELLING AGENTS:

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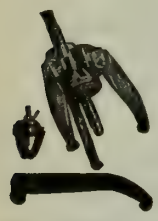


SAYS THE MASTER MECHANIC: The Greb Automatic Grip Puller is a One-Man Puller—Quick-acting, strong and simple in the extreme. May be looked in any desired position. A combination of two or three arms. Heavy Duty Size capacity 1" to 18"—Junior size capacity 1" to 7". Two sets of jaws furnished with each size.

TEN DAYS' TRIAL.—If your dealer or jobber does not have them we will send you one. Try it ten days. If not satisfactory return to us and we will refund your money. We also make the GREB RIM TOOL.

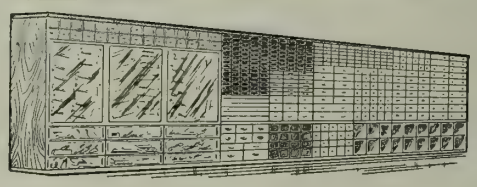
THE GREB CO., 218 State St., BOSTON

There's a good amount of business in your town in Babbitt Metals that you could capture by stocking Owl Babbitt

Owl Traction Babbitt for Tractors
Owl Babbitt Metal for Thrashers

Made by The Owl Metal Co., Ltd., Winnipeg

OWL BABBITT METALS



Cameron Equipment
Wall Cases, Nail Bin Counters
Display Counters, Shelving.

Cameron & Company
74 Logan Ave. Toronto

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CROWBARS

No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

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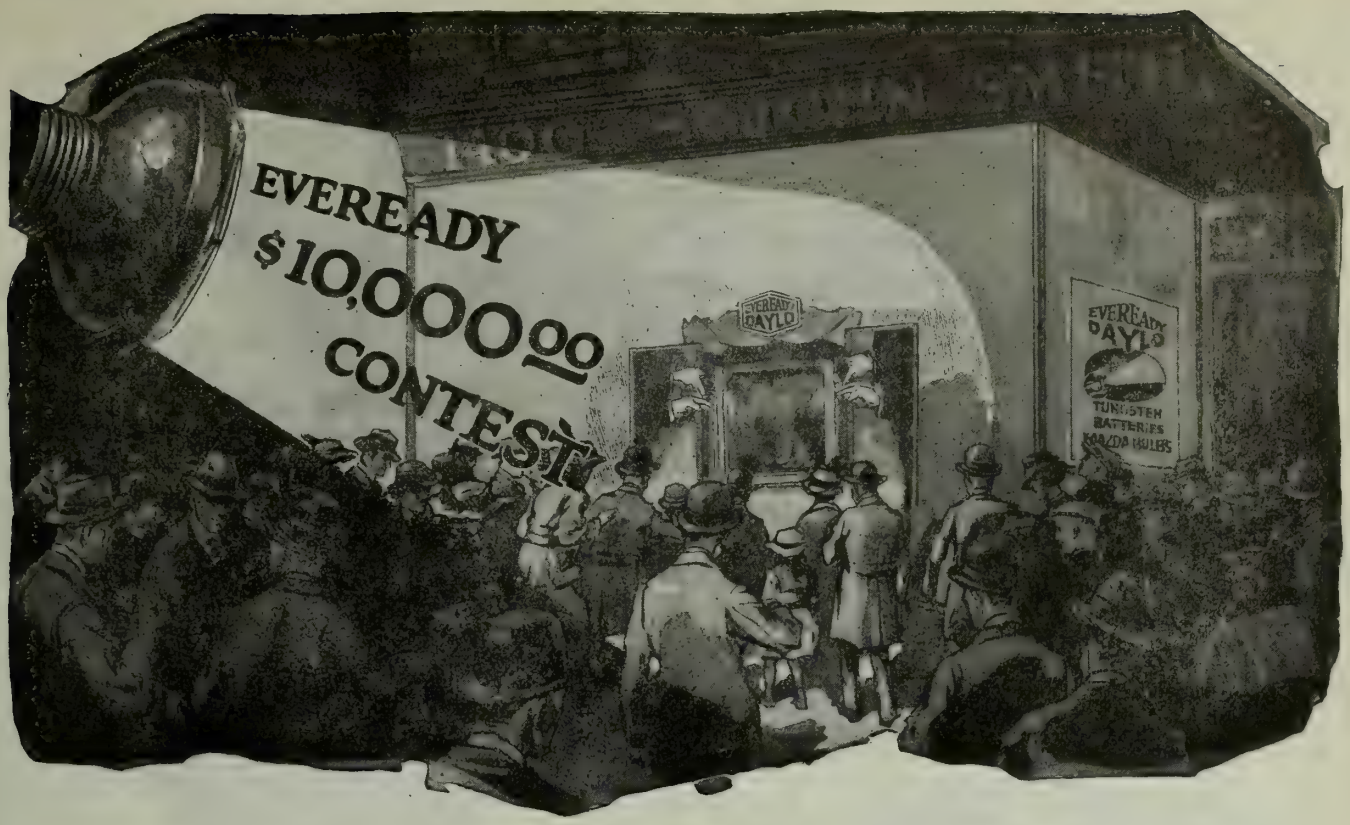

The Spotlight of Publicity On Daylo Windows

MAKE your store headquarters for this super-merchandising plan, and break all records for Daylo sales by tying to the Eveready Daylo $10,000.00 Cash Prize Contest.

You still have time to get this Contest material and to make your window the center of public interest. (*Contest runs from June 1st to August 1st.*) The public is reading the Contest Story in magazines and newspapers, on bill boards and theatre screens and is studying Daylo store windows. Why not yours?

Don't lose sales another day, but wire your jobber for 1920 Team Work Blank and Contest Materials.

CANADIAN NATIONAL CARBON COMPANY
Limited
Toronto

A-3124

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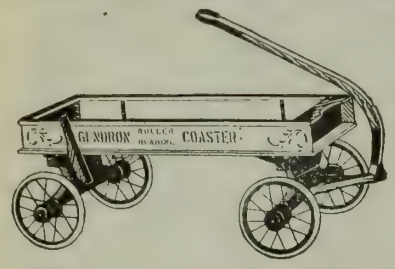
THE GENDRON MFG. CO., LTD., Toronto, Canada,

Makers of Children's Vehicles, Bathroom Fittings, Sleds and Sleighs



Lines comprise Metal and Wood Body Express Wagons, Velocipedes, Doll Cabs, Go-Carts, Baby Carriages, Carriers, Invalid Wheel and Rolling Chairs, Towel Bars, Soap and Sponge Holders.

The Gendron Mfg. Co., Limited, 137 Duchess Street, Toronto, Canada

UNIMECO WROUGHT WASHERS

MADE IN CANADA

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

Unusual Selling Points

Carbalox is a product of the electric furnace so fast and cool cutting as to be particularly adapted to the rapid cutting and polishing of metals.

Being available in handy rolls, it reduces cost of production because the workman, keeping a roll at hand, uses as desired without waste or loss of time in cutting.

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PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

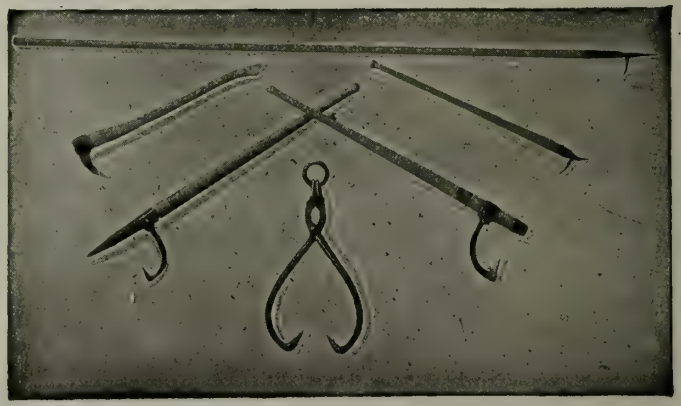
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario



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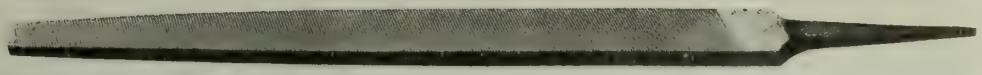

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the watchword of the hour.

PH and IMPERIAL FILES

Save TIME, — ***"They cut faster***
and ***and***
Save MONEY, — ***wear longer".***

P H IMPERIAL

Judged by all standards they are the most economical files to buy.

Be File-Wise.

INGERSOLL FILE COMPANY, LIMITED.

John Morrow Screw and Nut Company, Limited,
Sole Distributors,
INGERSOLL, ONTARIO.

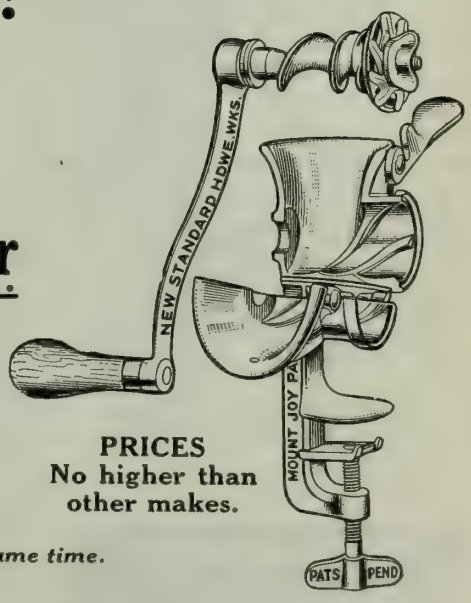
INGERSOLL

"CLICK"-and it's clean!

Here's a Food Chopper at last without a fault—one that almost cleans itself. As easy to wash as a saucer, because **"it opens like a book."** No cracks or corners where food can lodge. The

New Standard Food Chopper

has many superior features. It is in a class by itself for refinement of design, quality of workmanship and finish. The **easy-cleaning feature, alone, sells it on sight,** will increase your sales and bring you more satisfied customers. Investigate for yourself.



PRICES
No higher than other makes.

Send your order through your jobber—notify us at the same time.

"Ask the housekeeper who uses one."

NEW STANDARD HARDWARE WORKS

MOUNT JOY, PENNA., U.S.A.

Western Coast Representative:	*Central Western Canada:*	*Eastern Central Canada:*	*Eastern Canada:*
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Paprus Pie Plates

WALTER WOODS & CO.
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Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

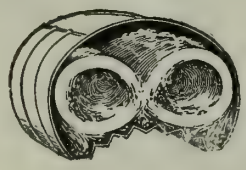
"howdy"

"Let's Get Acquainted"

"I'm the magic figure eight movement of the 1900 Cataract Electric Washer, and folks are hearing of me from Coast to Coast.

"What do I do? Well, I wash clothes faster than the ordinary washer. The hot, cleansing water swirls through the clothes in a figure 8 motion—and four times as often.

"This 'figure 8,' is an exclusive feature of the 1900 Cataract Electric Washer."



The water swirls through the clothes a figure 8 movement —four times as often

1900 CATARACT Electric Washer

The swinging reversible wringer saves steps, swings right around without moving the washer.

The "1900" is easy to operate. Connects with the electric light socket. In 8 to 10 minutes out come the clothes sweet and clean. In order to "cash in" on the present day demand for Electric Washers, you will find it to your advantage to get acquainted with the "1900" Cataract Washer—the mechanically perfect machine that you can depend upon to give complete satisfaction in every household where you install it.

Our extensive national advertising in magazines and newspapers is creating a widespread opinion that the "1900" is THE Washing Machine of the day—and it takes little effort on the dealer's part to make sales at a goodly profit.

Write for our proposition—our line include Electric Motor, Engine Power, Water Power, and Hand Washers.

The Nineteen Hundred Washer Co.
357 Yonge St., Toronto

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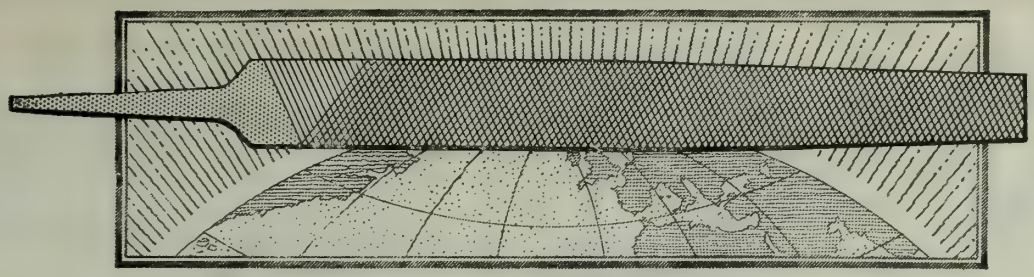


Well Known Names Lower Selling Costs

Why? Because time is money, and you don't have to spend time explaining the merits of a brand everyone knows.

That is why Famous Five Files are a profitable line for you to handle.

Admittedly the standard in file quality for over fifty years, they sell themselves.

Are you lowering your overhead and swelling your profits by carrying these Famous Five brands?—

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

Nicholson File Company

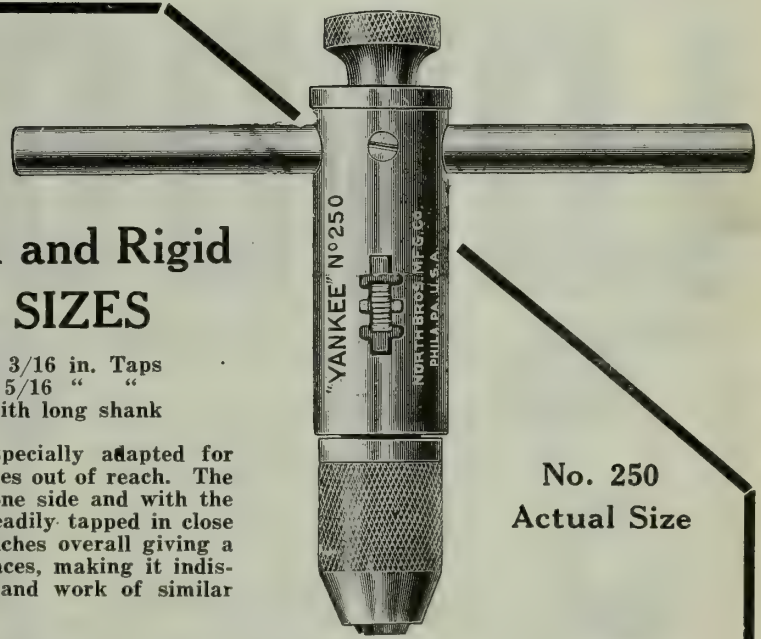
PORT HOPE - ONTARIO

"YANKEE"

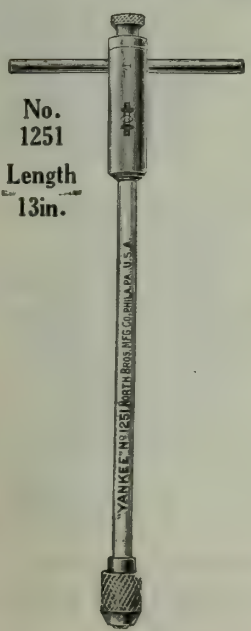
TAP WRENCHES

Right and Left Hand and Rigid

THREE SIZES



No. 250
Actual Size



No. 1251
Length 13in.

No. 250 Capacity up to 3/16 in. Taps
No. 251 " " " 5/16 " "
No. 1251 Same as 251 with long shank

Yankee Tap Wrenches are especially adapted for work in close quarters and places out of reach. The cross arm is easily drawn to one side and with the ratchet movement, holes are readily tapped in close corners. The No. 1251 is 13 inches overall giving a long reach into inaccessible places, making it indispensable in Automobile work and work of similar character.

Your Jobber Will Supply You.

NORTH BROS. MFG., CO.

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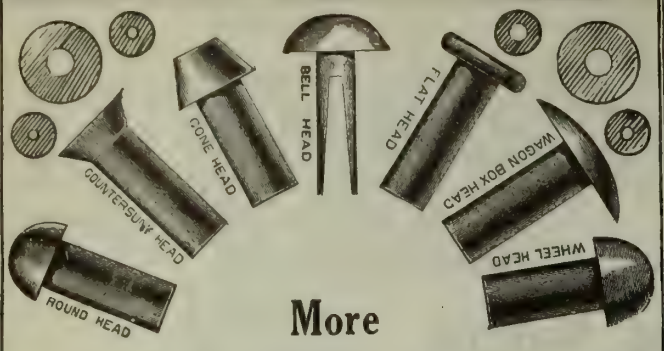

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.
GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

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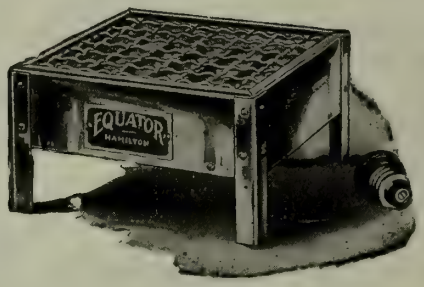
No. 5

Made of best high-grade, open-hearth steel, hammer forged and correctly tempered. Finished in black with polished points.

THE WARREN TOOL & FORGE COMPANY
234 Criswold St. Warren, Ohio, U.S.A.

"EQUATOR"

THE MARK OF QUALITY
DESIGNATING A
DEPENDABLE
PROFITABLE
and
SERVICEABLE
APPLIANCE



500 Watts Cat.No.A.3 H.E.P.C.App.115

EQUATOR MFG. CO. HAMILTON CANADA

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High Grade

BAR IRON

Our iron bars are tough, fibrous and corrosion-resisting, just such bars as your blacksmith friends want to use. Why not carry them in stock for your customers, or if you prefer, have them direct shipped from the mill?

London Rolling Mill Co.,
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LONDON, - ONTARIO

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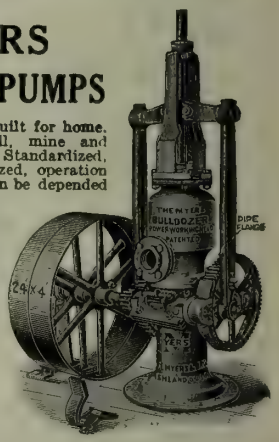
Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.



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ASHLAND OHIO

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NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

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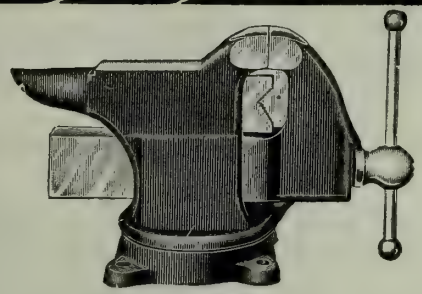
A Type and Size for Every Service



No. 241 — Autovise

A combination Pipe and Anvil Vise — particularly suitable for auto repair work. Write for catalogue and prices.

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Rock Island Mfg. Co.

Rock Island, Ill., U.S.A.

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For

FOOT VALVES

having unusually large openings, and thus assuring maximum service in priming your centrifugal pumps, apply to

HAMILTON MOTOR WORKS

LIMITED

HAMILTON, CANADA

NOW READY

This is not an ordinary catalogue, such as you may see every day, but a real information book illustrating and describing the leading and the most profitable lines of automotive equipment, that the dealers sell every day.

Get Your Copy

For the protection of the trade in general, please use your letterheads in writing asking for this catalogue.

RENAUD MOTOR SUPPLY LIMITED

326 East St. Catherine St.
MONTREAL

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Is There an Alien Menace in Canada?

IN THE years of war, people were quick to grasp the possibilities of danger that lie in Alien sympathies. But people quickly forget, and therein lies the danger for it is in the insidious breaking down of the ties of loyalty, that goes on in the piping times of peace, that makes the menace of the days of war.

In "The Stranger in Our Midst" the simple story of a school teacher's experience in foreign settlements in the West there lies a reproach and a warning, a reproach in that such things can be, and a warning that they may not happen again.

This is only one of the many stories and articles that make the June 15th issue of MacLean's Magazine of outstanding interest.

These are some other points of interest:

FICTION

"The Little Warrior"—Pelham Grenville Wodehouse's inimitable story.

"The Parts Men Play"—Arthur Beverley Baxter.

"The Sunset Homesteader" — Will E. Ingersoll.

"The Bettle and the Butterfly"— C. W. Stephens.

ARTICLES

"What Must Be Done?"—Mrs. Murphy's suggestions of a remedy for the drug menace.

"We Must Reform Dress"—Marian Keith.

"Gentlemen of the Fourth Estate"—The story of men who begin life in newspaper offices.

The Best From Everywhere

In the Review of Reviews department will be found the best articles from all magazines and periodicals the world over. Look at these titles and authors:

"Belgium Has Come Back"—by Frederick Palmer.

"How the English Came to Be"—by Rudyard Kipling.

"Eight Billions Wasted"—by Thomas V. Merle.

"Mankind Needs Change of Heart"—by Sir Philip Gibbs.

"Give Labor a Square Deal"—by Charles M. Schwab.

"The Slow Conquest of America"—by Forrest Crissey.

"Know Your Own Car"—by Alexander C. Johnson.

"Sending Pictures by Telegraph"—by Milton N. Stoddard.

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

June 15th Issue now on sale at all Newsdealers

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An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

ARROWHEAD SAWS

Vanadium Steel

Are called "Standard of Canada" because they have been the choice of skilled workmen since they first entered the market.
Arrowhead Saws are perfectly tempered, hang right, are set right and sell right. Cross-cut Saws, Hand Saws, Buck Saws, and Circular Saws.

Our Catalog is a guide to profit; your name and address will bring it.

T. F. Shurly Company
Limited
St. Catharines
Ontario

TOWERS FISH BRAND REFLEX LONG COATS

"Takes the wet out of Rain."

Dealers in waterproof clothing want reliable goods which promise quick sale and fair profits. You show

Good Business Sense

when you carry Tower's Reflex long Coats and other Fish Brand garments.

Every Coat Guaranteed

Write for prices and particulars.

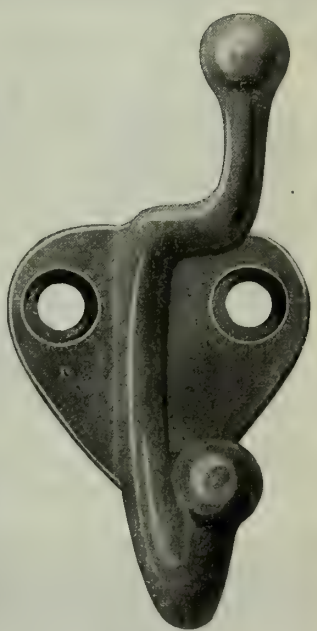
Tower's Canadian Limited
TORONTO
Halifax, Winnipeg, Vancouver

"Coast to Coast Service"

You Need Many Lines

To satisfy the demand for builders' hardware that will surely take place this coming season.

We can supply you with everything in furniture trimmings of all kinds, also Sash Locks, Sash Lifts, Casement Fasteners, Door Pulls, Hat Hooks, Transom Catches, Key Plates, Flush Bolts, Sash Push and Pull Plates, House Numbers, Door Knockers, Casement Adjusters, etc.



No. 142 Hook
Cast Brass

Ask for information

The Stratford Brass Company, Limited
Stratford, Ontario

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Buy the best roofing at old prices

KEN-GAR BRAND ROOFING

A fortunate purchase of ready roofings places us in a position to offer the Canadian trade the highest grade at old prices. This roofing cannot be equalled in value anywhere. It will pay you to get in touch with us at once.

We can make immediate shipment.

Kent-Garvin Co., Ltd., Hamilton

We have a large stock of

Carriage and Machine Bolts

Coach Screws

Rivets, Nuts and Washers

Orders Filled and Shipped Immediately

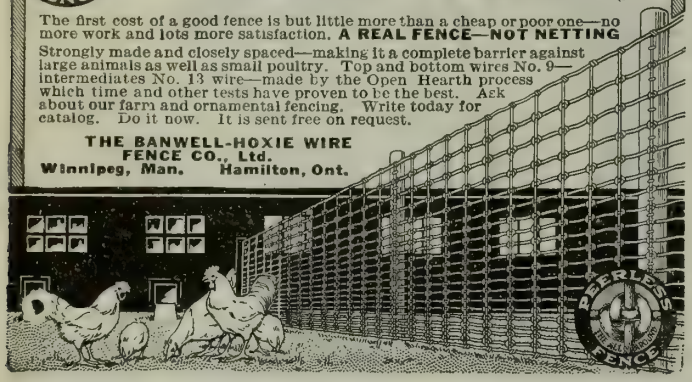
London Bolt & Hinge Works
London, Canada

PEERLESS PERFECTION POULTRY FENCING

The first cost of a good fence is but little more than a cheap or poor one—no more work and lots more satisfaction. **A REAL FENCE—NOT NETTING**

Strongly made and closely spaced—making it a complete barrier against large animals as well as small poultry. Top and bottom wires No. 9—intermediates No. 13 wire—made by the Open Hearth process which time and other tests have proven to be the best. Ask about our farm and ornamental fencing. Write today for catalog. Do it now. It is sent free on request.

THE BANWELL-HOXIE WIRE FENCE CO., Ltd.
Winnipeg, Man. Hamilton, Ont.



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You can make quick sales and big profits selling the

"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by
NATIONAL STAMPING & ELECTRIC WORKS
CHICAGO, U.S.A.

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.
Manufacturers of
Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, S.E.1., Eng.

Agents:
F. Manley, 42 Sylvester-Willson Bldg., Winnipeg
Sankey & Mason, 839 Beatty Street, Vancouver.

Tents
Pack Bags
Horse Covers
Tarpaulins
Flags

Write for Catalogue

J. J. Turner & Sons Limited
PETERBOROUGH, ONT.

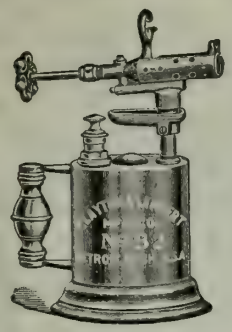
WILKINSON & KOMPASS
TORONTO HAMILTON WINNIPEG
IRON AND STEEL
HEAVY HARDWARE
MILL SUPPLIES
AUTOMOBILE ACCESSORIES
WE SHIP PROMPTLY

Quality That Repeats Sales

We Make
Steel Wire Nails and Brads, Clothes Line Wire, Fencing Staples and Hooks, Galvanized Poultry Netting Staples.

Western Wire & Nail Co.
London, Ontario

If interested tear out this page and place with with letters to be answered.



No. 32 Torch.
List Price, Each, $16.00.
Ask for discount.

Built for Hard Work

That is the reason the No. 32 Torch is used everywhere on practically every job requiring a gasoline torch. It is made of the best materials that money can buy. The tank is made of heavy gauge seamless drawn brass, reinforced, and fitted with patented automatic brass pump, which easily and quickly supplies all the required air pressure. The burner is made of special generator metal, producing a steady blue flame of intense heat, using very little gasoline; in fact, the No. 32 will soon save its cost in the saving of fuel alone. Jobbers supply at factory price. Send for catalog.

Clayton & Lambert Mfg. Co.
DETROIT, MICH., U.S.A.

GERMANTOWN
LAMPBLACK

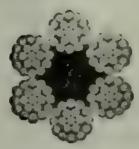
THE L. MARTIN CO.
HEADQUARTERS FOR
LAMPBLACK
IN ENGLAND AND AMERICA

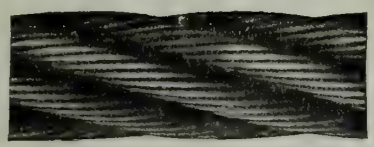
Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

Montreal, Toronto, Winnipeg, New York, Philadelphia, London, Eng.

WIRE ROPE AND FITTINGS





OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

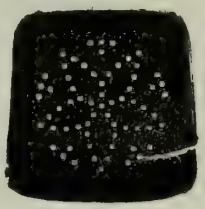
Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Chair Seats—In Three Ply Veneer

Staple Patterns



Every C.V.C. chair seat is made of best material, well glued, nicely formed and carefully bored; corners of seats well rounded, edges smoothed, sandpapered and finished with real church pew varnish.

Ask for samples, and compare with any other make.

Canadian Veneering Co., Inc.
Acton Vale, Quebec

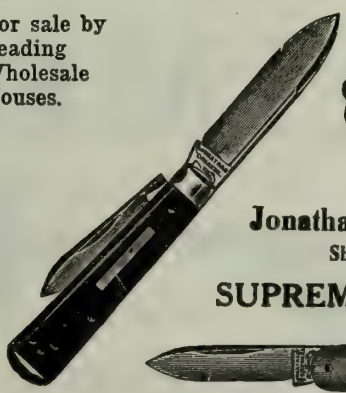
Distributors: Richardson & Bureau, 55 St. Francois-Xavier St., Montreal.

Electric Weld

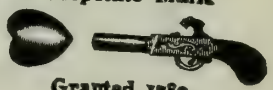
Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO.
LIMITED
TORONTO CANADA

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY

We Carry a Complete Stock of Thomas Goldsworthy & Sons

"GENUINE" Naxos Emery

All numbers from No. 8 to 140, also FF, and F, Flour Emery, English Blue Twill Emery Cloth, and English White Back Emery Cloth. All numbers.

Prices on Application. ***Immediate Shipments.***

JAMES HUTTON & CO.
706 Shaughnessy Building - MONTREAL

Cow and Calf Weaner

Impresses Every Stock Owner

KANT-SUK

A humane and efficient device. The hinge construction permits grazing—cow and calf together—yet prevents sucking. Easily applied. Sells the year round.

Imperial Bit & Snap Company, Racine, Wis.

If interested, tear out this page and keep with letters to be answered.

Increase Your Sales of

INSECTICIDES

by stocking the best

GRASSELLI

Arsenate of Lead
Bordeaux Mixture
Paris Green
} Paste and Powder

Absolutely the highest standard and used by the largest fruit growers and horticulturists all over the continent.

Handy Packages *All Sizes*

The Grasselli Chemical Co., Ltd.

Hamilton Toronto Montreal

The Megantic Broom Mfg. Co., Ltd.

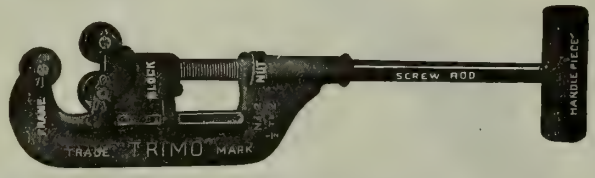
Manufacturers of Brooms and Clothes Pins

Lake Megantic, Que.

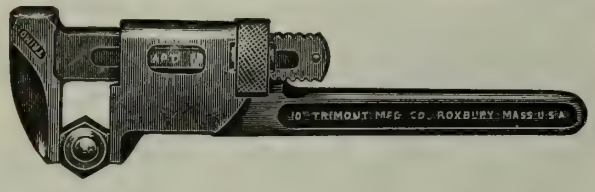
Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

TRIMO



The Trimo Pipe Cutter can be converted into a one-wheel or three-wheel cutter by substituting wheels for rolls or rolls for wheels. When making changes care must be taken to replace cotter pins which must always be in place to give proper service.



The Trimo Monkey Wrench is built for strength, especially adapted for heavy work and railroad use.

Trimont Mfg. Company
Roxbury (Boston) Mass, U.S.A.

Letinco Elbows

Elbows and Stove Pipes should be of special interest to dealers at the present time owing to the great scarcity of raw material. We are in a position to fill all orders for fall trade.

Send your orders now. Don't delay.

We also manufacture Rotary Ash Sifters, Ash or Garbage Cans, Pails, Oil Cans, Wash Boilers, Metal Stampings, and a large assortment of Metal Toys.

Write for prices.

The Leslie Tinware Co., Limited
114-116 Scott St., - Ottawa, Ont.

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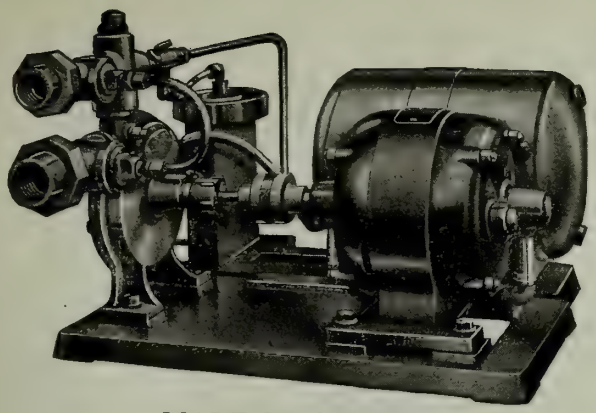


MADE IN CANADA

Westco

A Water System Without a Tank

For operation off Hydro or Farm Light Plant

A New Field for Profit

THE need for such a water system as the Westco is urgent in rural and suburban homes to-day. Wherever introduced it is selling rapidly. For its many interesting and splendid features make instant appeal to the farmer or rural resident who has electricity available.

Get even one Westco System installed in your territory, and it will sell many others. It is a small, compact system, yet absolutely efficient in every detail.

Its chief selling features are:—

(a) It has no supply tank.
(b) Simplicity of construction; no complications possible.
(c) Pump has only one moving part—the impeller. Nothing to wear out, except one bearing, which will last for years.
(d) Cheap to install, maintain and operate.
(e) Entirely automatic.
(f) Has no tank, no valves, no gears, no belts, no springs, no oil or grease cups, and it is self lubricating.
(g) Uses less power than Electric iron while supplying water for four faucets.
(h) Pumps 300 to 500 gallons per hour.
(i) Size 16½" long, 14½" wide and 11" high, weighs less than 100 pounds.
(j) Opening of any faucet starts pump; closing of faucet stops it at once.

If your territory is still open, write us at once for full particulars and details of this splendid selling water system.

Westco Pumps Limited

707 Yonge St. Toronto, Ont.

Hardware and Metal is the only paper in Canada giving a weekly market service on hardware, metals, paints, varnishes and other lines allied with the hardware trade.

Hardware and Metal is the only hardware publication in Canada with circulation audited by the Audit Bureau of Circulations.

Hardware and Metal is the only weekly hardware paper in Canada.

Leading Hardware Stores are Now Handling

DRAFTPROOF
SPRING BRASS WEATHER STRIPPING

A product that has been used successfully in the doors and windows of nearly one million residences throughout Canada and the U.S.

THE TWENTIETH CENTURY SUBSTITUTE FOR STORM DOORS

Full particulars including demonstrating outfit, upon request

The Metal Weatherstrip Co.
OTTAWA

Reed's Patent Plastic Asphalt Roof Cement

repairs cracked joints, nail holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

GEO. W. REED & COMPANY, LIMITED
37 St. Antoine St., Montreal

If interested, tear out this page and keep with letters to be answered.

Says a Reader of Many Years Standing:

"I do feel that your paper is the most interesting and readable financial journal published in this country and, perhaps, in the entire North American Continent. Each week I somehow find time to read every word of it—mostly in bed, late at night. I find I have to read THE FINANCIAL POST in order to maintain myself properly abreast with the bigger things and movements taking place in this country."

THE FINANCIAL POST is published for men who are interested in big things—not necessarily men who personally have big financial interests at stake, but for men who are eager to know what is happening that will have a bearing on business and the well-being of Canada generally.

THE entire editorial organization of the MacLean Publishing Company is at hand to co-operate with the editors of THE FINANCIAL POST. Specialists in many businesses write for THE POST. A practical farmer, in constant touch with the farming conditions, deals with crop prospects.

THE POST is a paper edited by specialists for business specialists.

The Financial Post

MONTREAL
128 Bleury Street

TORONTO
143 University Ave.

WINNIPEG
Union Trust Bldg.

Subscription Price per year (52 Issues) $5.00

If interested tear out this page and place with letters to be answered.

This is the List →

Ford (U.S.)
Ford (Canada)
Dodge
Jordan
Liberty
Hudson
Kline
Buick
Oakland
Paige
Chalmers
Essex
Saxon
Maxwell
Maibohm
Scripps-Booth
Studebaker (U.S.)
Studebaker (Canada)
Columbia
Dort

TRUCKS
Republic
Nash

Every new car and truck named in the list, now carries out from its factory as part of its standard equipment—

LOCKTITE
TIRE PATCHING MATERIAL

That Means Over Two Million

The output of all these cars and trucks this year will greatly exceed two million.

Naturally the purchasers will continue to buy and use LOCKTITE TIRE PATCHING.

That's why LOCKTITE dealers are now profiting in a big way from the repeat demand.

If you are not properly stocked with LOCKTITE, send us the name of your Jobber or Dealer.

Detroit Michigan **LOCKTITE PATCH CO.** Windsor Canada

If interested, tear out this page and keep with letters to be answered.

The Publisher's Page

TORONTO JUNE 19th 1920

Advertisement Pulled Business for 21 Months

On May 26, 1920, the Dominion Battery Co., of Toronto received an order from a Quebec Hardware Merchant (name on request) for goods advertised in the August 24, 1918, Fall Sales Number of Hardware & Metal—21 months after the advertisement appeared! The page advertisement from the August 24 number, 1918, was pinned to the order.

32nd Annual Falls Sales Number of

HARDWARE & METAL

Canada's National Hardware Weekly will appear on

August 21

It will reach the trade at a very critical time for manufacturers and producers—at the height of the change in business conditions which is just beginning. The scarcity of goods in many lines is being overcome. Already the buyer is beginning to consider choosing, rather than merely taking what he can get.

The hardware trade of Canada looks to Hardware and Metal for all important trade messages, for news of markets, legislation, new goods, new selling methods and all similar news. Business will shortly need readjusting; it will be essential to have your goods strongly before the trade this fall. Can you afford to have your dealers find your advertisement missing from the fall number?

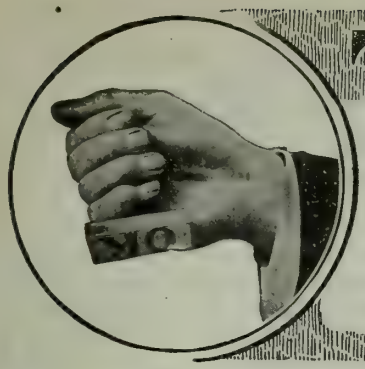
HARDWARE AND METAL

"Canada's National Hardware Weekly"

143-153 University Avenue **TORONTO, CANADA**

Montreal Branch, Southam Bldg. **Winnipeg Branch, Union Trust Bldg.**

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.



TRADE MARKS

Any trade-mark shown on this page, when stamped on an article of hardware, is the manufacturer's personal "O.K.," guaranteeing the quality of the product.

Metal Stamping and Press Work to Order

Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

The Hamilton Stamp and Stencil Works, Limited, Hamilton, Ont.

Decalcomania Transfer

NAME PLATES

Made in Canada by

Canada Decalcomania Co., Limited

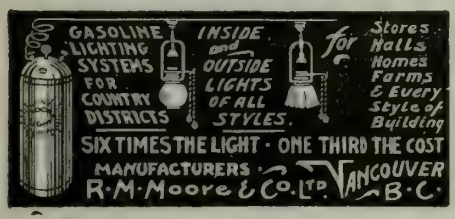
364-370 Richmond St. W., Toronto, Can.

SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS

We will be pleased to give you our estimate on your next order.

CARON BROTHERS

Caron Bldg., 233-239 Bleury St., Montreal



"Monarch" & "Safe-Lock" Fencing,

We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co., Ltd.

OWEN SOUND, ONT

SMALL TURN BUCKLES

Send for Catalog No. 4

GEORGE H. WILKINS CO.

180 No. Market St. Chicago

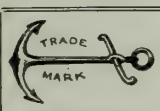
STOVE MICA

All sizes of Clear Mica in stock for immediate shipment

Price List on Application

Mica Company of Canada, Limited

P.O. Box156, Hull, Que.



Springs and Axles

We manufacture the celebrated "Anchor Brand" Carriage and Wagon Springs and Axles.

Automobile, Trolley, Railway and Heavy Coil Springs.

The Guelph Spring & Axle Company, Limited

GUELPH, ONTARIO

Look for the full name

RUSSELL JENNINGS

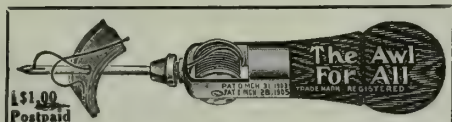
stamped on the round of our

AUGER BITS

The original double twist auger bit, patented by Mr. Russell Jennings in 1855.

RUSSELL JENNINGS MFG. CO.

Chester, Conn., U.S.A.



$1.00 Postpaid

MYERS WONDERFUL SPEEDY HAND STITCHER

Repair shop in itself, mends harness, shoes, auto tops, belts, etc.

Send for wholesale price and catalog.

C. A. MYERS COMPANY,

6374 Woodlawn Ave., Chicago, Ill., U.S.A.

STERLING

Hack Saw Blades and Machines

Manufactured by

Diamond Saw & Stamping Works

BUFFALO, N.Y.

London Address:
Finsbury Pavement House

Dingley Brothers Export Limited
Lindsay Bldg., Montreal

W. T. Evans, Can. Manager

Your Enquiries Promptly Answered

BATH ROOM FITTINGS

K NIAGARA

KINZINGER, BRUCE & CO., LIMITED

NIAGARA FALLS, CANADA

WHAT WE MAKE WE GUARANTEE

AUTO ACCESSORIES

DOON TWINES, LIMITED

KITCHENER, ONT.

Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

MILLS AT DOON, and KITCHENER, ONT.

METALLIC PACKING BABBITT

The "King" of Heavy Pressure Babbitts

Largely used by Mines, Paper Mills, and Industrial Plants where a good all round Babbitt is required.

Catalogue, and prices quoted your nearest Railway Sta.

The Dominion Metal Company, Limited

Sherbrooke, Que.

CLIMAX PAPER BALERS

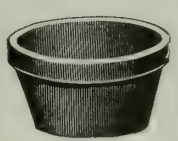
ALL STEEL---FIREPROOF

"Turns Waste into Profit"

12 SIZES

Climax Baler Co.

Hamilton, Ont.



Foster Pottery Co.

HAMILTON - CANADA

Manufacturers of Flower Pots, Saucers, Fern Pans and Hanging Baskets. Ask for Catalog and Price List

Northern Tape *Electric* Splice

Insist on these Brands

Northern SPECIAL

VICTOR NOR-EL-CO

Northern Electric Company

LIMITED

WANT ADS

IF you want a buyer, clerk, salesman, traveller, position, you can reach the best men in the trade through these columns.

If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

SITUATIONS WANTED

HERE IS AN OPPORTUNITY FOR A MERchant in Manitoba to get a first-class bookkeeper, experienced in general store and hardware work. Best of references, moderate salary. Capable and reliable. Canadian. Box 158, Hardware and Metal.

HARDWARE SALESMAN — THIRTY, MARried, fifteen years' experience, splendid insight into modern bookkeeping and accounting systems, desires responsible position with progressive firm. Maritime Provinces preferred. Would consider travelling position from reliable house for this territory. Future prospects of more importance than initial salary. Box 407, Hardware and Metal.

HELP WANTED

WANTED—TRAVELLING SALESMAN FOR one of the largest Paint Manufacturers in Canada, for Nova Scotia territory. In replying, state experience and age, to Box 429, Hardware and Metal.

WANTED — FIRST-CLASS TINSMITH, CAPable of taking charge of a shop and figuring on work. Married man preferred. Apply to the Fulton Hardware Co., Ltd., Sault Ste. Marie, Ont.

WANTED—RETAIL HARDWARE SALESMEN, single men only. Give full particulars. Mills Hardware Co., Hamilton.

WANTED — GOOD ROAD SALESMAN FOR Wholesale Hardware; must be a live wire, have good personality and be of steady habits. This is an excellent proposition for the right man. Territory covered in Western Canada. Apply in own handwriting, stating experience, age, height, etc., to Box 370, Hardware and Metal.

FOR SALE

HARDWARE BOXES, SHELVING, WALL case, two 8-ft. and one 4-ft. silent salesmen, one counter case, 8-ft., counters and display tables. For quick sale. Apply to Chown Hardware Co., London, Ont.

HARDWARE STOCK, PROPERTY AND dwelling for sale with first-class tin shop and tools; good clean hardware stock, about $4,000. $10,000 handles whole thing; other interests and poor health reasons for selling. Farm machine agencies with business. Good farming community. Box 115, Hardware and Metal.

FRUIT FARM OF 32 ACRES ON LAKE ONtario, very conveniently situated, being only ten miles from Hamilton, ten minutes walk to electric car and G.T.R. station. Modern house and good buildings; nice bathing beach. This is a revenue proposition and have good experienced help. Would consider exchanging for a first-class hardware business. Box 549, Hardware and Metal.

HARDWARE STOCK AND PROPERTY FOR sale. Town of 800, on Provincial highway, good farming district; $10,000 stock. Retiring from business. Write Box 304, Hardware and Metal.

COLLECTIONS

MANUFACTURERS, WHOLESALERS AND Jobbers can reduce their "Collection expenses" to a minimum, by using Nagle One-Per-Cent. Draft-Service. Don't pay 10% or 15% on accounts you can have collected at 1%. Investigate this System. Thoroughly reliable. Established 1909. Send for supply of 1% Drafts today. Nagle Mercantile Agency, Laprairie (Montreal), Que.

WANTED

WANTED—FOR EXCLUSIVE SALE IN GREAT Britain, large quantities heavy hardware, raw and manufactured wire products, electrical goods, farm and garden implements. Large sales and business connection. Address H. L. Goodman & Son, 24 Lime Street, London, England.

WANTED
Manufacturers Agents

United States manufacturers of well known and advertised line of household specialties want representation in following territory on commission basis:

British Columbia
Ontario
New Brunswick
Newfoundland
Nova Scotia

First letter should give reference, manufacturers you represent, line sold, territory covered, how often covered, when established, and kind of trade you are selling. Address Box 209, Hardware and Metal.

OPPORTUNITIES ARE BEING OFFERED EVERY WEEK ON THIS PAGE. ARE YOU MAKING USE OF THEM?

HARDWARE AND METAL'S electro catalog shows upwards of 400 hardware electros. These are supplied, mounted on wood blocks, at 30c each. Write for free booklet showing assortment.

HARDWARE AND METAL

Electro Service Dept.

143 University Avenue Toronto, Canada

The Best You Can Sell

COLT'S
FIRE ARMS

Dual Protectors of the American Home!

WHAT home would be without the beneficent insurance policy which restores and repairs after loss and damage.

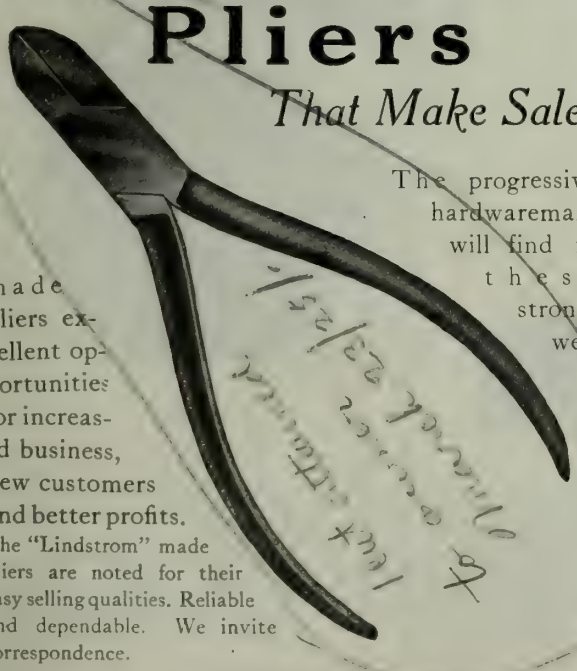
Without insurance those catastrophes, beyond the power of individuals to prevent, would be complete. And householders are being told to companion this insurance with the protection of a COLT to thwart harmful and evil influence which, unless prevented, lead to catastrophe.

These evil influences take various forms. The auto thief can be put to flight if interrupted by a COLT as he attempts to run a car out of the garage at night. The fire bug does not make a ruin of the home or factory against the argument of a COLT. The night prowler caught upon the veranda has no other thought but flight when brought face to face with a COLT.

Your sale of fire arms can very easily be doubled if you use these arguments to householders who wish the fullest protection for their homes and property.

COLT'S PATENT FIRE ARMS MFG. CO., Hartford, Conn., U.S.A.
OR
A. MACFARLANE & CO., LIMITED, Coristine Bldg., MONTREAL, Canada

Pliers
That Make Sales



The progressive hardwareman, will find in these strong, well made pliers excellent opportunities for increased business, new customers and better profits.

The "Lindstrom" made pliers are noted for their easy selling qualities. Reliable and dependable. We invite correspondence.

Canadian Agent :
F. W. Lamplough & Co.
46 St. Alexander St., Montreal

Manufacturer :
F. E. Lindstrom
SWEDEN

Sno-Wite
Enameled Fixtures

C87. Soap Dish

Genuine Vitreous Enamel

White Porcelain Enamel on Special Iron. Sno-Wite is not baked paint, celluloid or other imitation, but genuine, vitreous enamel.

It is remarkably handsome in appearance and strikingly original in design.

Sno-Wite is a quick seller with a large margin of profit for the dealer.

American Enamel Products Co.
CHICAGO, U.S.A.
Ask Your Jobber

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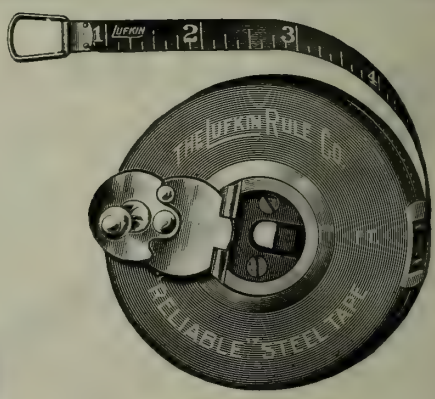
LUFKIN



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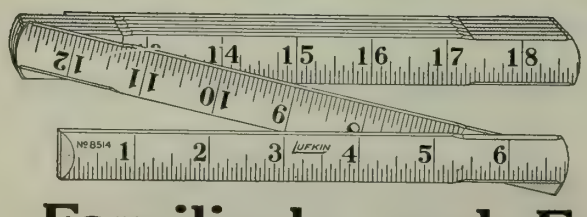

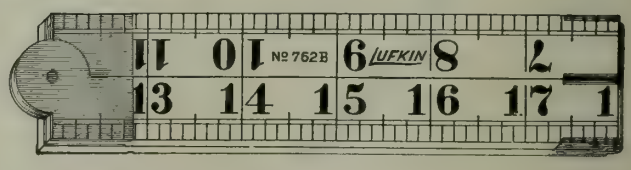

Familiarly and Favourably Known

Embody Many Improved, New and Exclusive Features.

Accurate *Reliable*

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR ONT.

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O.P.W.

Trade Mark Registered

W

is for the welcome way O.P.W. wins wealth for watchful merchants. O.P.W. will work well wherever weather-worn wood wants painting, warranting welfare for whoever would win wages for "wad" or wallet.

"Save the surface and you save all" Paint & Varnish

"Paints and Varnishes for Every Purpose."

Protective Farm Painting

The modern farmer is a shrewd business man. He not only keeps books—he "keeps tab" on the general efficiency of his farm. He is perfectly aware that deterioration of his buildings and equipment may go far to offset success from his direct effort toward production. His constantly read farm papers teach him that, and our advertisements in those favorite papers of his drive the lesson home practically, and at the same time suggest your store as the source of his supplies—if you're an O. P. W. Dealer-Agent.

O. P. W. Paints and Varnishes offer a wide field of opportunity to the alert hardwareman for many other prospects beside those in the rural communities. Sort up your O. P. W. stock with a view to turning every inquiry into an order. The O. P. W. Dealer-Agent prospers.

If You Are Not Yet Handling O.P.W. There is a Profitable Plan Waiting for You

Ottawa Paint Works Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

A TRADE MARK

One of Your Best Assets

What does Canada stand for? Canada has won a name for itself in the last five years, and it is known and spoken all over the world. This is going to be a wonderful asset for the manufacturing concerns throughout Canada. If you are going to introduce your goods in England, France, and other countries and say that they are "Made in Canada," that fact will be appreciated and you will find yourself entitled to a hearing.

But how about your own concern's goods? Are they known and are they entitled to a hearing, or are they just the common what-you-call-it line? To make a success of manufacturing a product and placing it on the market, the prduct should be trade-marked. Make your products carry a name, so that when they go to a pleased purchaser, he can again obtain your products. Remember, it is not the single sales that build a business, it is the repeated orders from satisfied purchasers. Teach these purchasers to ask for your goods by your trade-mark or trade-name, and you will soon appreciate that the trade-mark is a wonderful asset to your business.

Every firm knows **"Dart** Unions," **"C.G.E.** Electrical Goods," and **Gillette** Razors," How do you know these names? It is not because that particular line of goods is superior, but because the firms making these particular products have made their trade-mark familiar to you. These trade-marks sell thousands of dollars worth of goods every year, because people know that these trade-marks are the guarantee and that the firms behind the goods are reputable.

OUR BUSINESS HAS BEEN BUILT ON THE SERVICE WE GIVE

We make a specialty of designing attractive, forcible trade-marks, and would like an opportunity of designing such a trade-mark for your company, and we will take the time to study out the features of your goods, and, if you have not a particular mark in view, we will draw up a design for your approval. We feel that after getting together on the matter, you will see that it is a valuable asset of your business which you have been overlooking.

For Foreign Trade-marks. You should be very careful sending out your goods, so that foreign purchasers will know that when they ask for YOUR goods, they will receive the product of your firm bearing your stamp of guarantee. We are in a position to handle foreign Trade-mark applications with the least possible delay.

Why not write us to-day, asking us to submit a suggestive trade-mark for your approval. Have your goods branded and ready for repeated sales. It pays to have Shipman's, at Ottawa, to give your business prompt, personal attention.

"CANADIAN PATENT ATTORNEYS RIGHT AT THE CANADIAN PATENT OFFICE, GIVING CANADIAN MANUFACTURERS PROMPT, PERSONAL SERVICE"

HAROLD C. SHIPMAN & CO.

PATENTS
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ASSOCIATES IN ALL FOREIGN COUNTRIES

BRANCH WASHINGTON D. C.

121 BANK STREET

OTTAWA, CANADA

PATENT INVESTIGATIONS APPLICATIONS

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

FILE COPY FILE COPY

Vol. XXXII. No. 26. THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE : TORONTO, CANADA JUNE 26, 1920

Auto, Motor Cycle and Cycle Equipment

ABINGDON "KING DICK" Tools

"ENOTS" Brasswork

BROOKS, Saddles Tool Bags and Leather Goods

BATES Tires

POWELL & HANMER Lamps

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HARVEY FROST MACHINES

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ROTHERHAM & SONS Greasers, Oilers, Etc.

ACCLES & POLLOCK Wrenches and Tools

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A B I (of C) LIMITED

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BENTON & STONE Cocks, Taps and Pumps

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Carburettors

"AMAC"

Weldless Steel Tubing

ACCLES & POLLOCK

Aeroplane Construction Specialties and Equipment

Accles Tubing, "Enots" Gasoline Taps and Cocks, Rotherham Gauges, "Sphinx" Aero Plugs, Powell & Hanmer Starters and Motors

Lists and quotations on all above lines will be mailed on request

The Associated British Industries (of Canada) Limited, are not Manufacturers, Agents or Jobbers, but

Factory Representatives in Canada

WHO CAN GIVE BUYERS FULLEST INFORMATION ON ALL POINTS

Do You Know

O-Cedar Polish ?

Not O-Cedar **furniture** Polish. Not O-Cedar floor Polish. But O-Cedar Polish?

Do your customers know the many ways O-Cedar Polish may be used?

Many folks are under the impression that O-Cedar Polish is only a wonderful furniture Polish. That is a mistake.

Get them to try it on their cars. What a surprise! O-Cedar polishes a car just as beautifully as it puts a gleaming surface on the baby grand piano, leaving a clean, hard surface that does not easily collect dust.

Other customers may not have tried it on their floors—suggest a trial—and incidentally show them the O-Cedar Polish Mop with the long handle. It saves stooping or reaching for high spots or low places.

Many a housewife will welcome these suggestions and thank you with real cash sales—then come back time and again for more O-Cedar, as she finds additional uses for it around the house.

"Suggestion" is a small word, but large profits are hidden in every letter of it.

Channell Chemical Co., Limited

TORONTO

HARDWARE AND METAL, June 26, 1920. Volume XXXII., No. 26. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.

Just about *now* the cars begin to lose their lustre

Gives—

—a lasting lustre.

—a surface you can keep bright by merely dusting.

—a surface that a damp cloth will keep bright even after rain.

"Nonolio" is a polish absolutely free from oil — backed by a $1,000 guarantee that it contains no oil, acid, grease or grit and that it will not harm the finest varnished or enamelled finish.

"Nonolio" is waterproof, will not fingermark or retain dust. Endorsed by leading motor car manufacturers.

"NONOLIO" is Made in Toronto

THE car that came out spick and span in the spring is by now beginning to feel the effects of the weather, the grime of the roads, the cleaning. The high polish loses its lustre and should be renewed. Now is the time to "Save the Surface" by the use of a good polish. We sell the leading brands and can give prompt delivery. Ask the "RICE LEWIS" man about these lines or write direct.

O-Cedar Polish

HAVE YOU ALADDIN DYE SOAP IN STOCK?

JOHNSON'S PREPARED WAX

—in liquid and paste, makes a hard, dry gloss-like polish which does not collect or hold dust. Preserves the varnish of car. Put up in handy packages. We carry Johnson's complete line of auto products.

O-Cedar polish is used extensively in polishing automobiles. It is especially adaptable for use in dusting—cleans as it dusts. May be used on O-Cedar dust cloth or on cheesecloth.

LIQUID VENEER

may be used on the dust cloth or may be sprayed on. Makes a splendid dry cleaner for either summer or winter use. Put up in all size packages.

WE CARRY "ALADDIN" DYE SOAP IN STOCK. (*All the leading Shades*)

Rice Lewis & Son, Limited

VICTORIA ST., TORONTO

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UNIVERSAL

"The Trade Mark Known in Every Home"

ELECTRIC HOME NEEDS

"Electricity multiplies my comfort and divides my work"

IT PAYS TO EXPAND With the Growing Demand

The progressive dealer realizes the wisdom of associating himself with the name and goods that have come to be recognized as of unquestioned standard.

UNIVERSAL *Electric Home Needs*

Base your summer selling campaign on this well-known line of electrical appliances.

Your customers are all familiar with the Universal Trade Mark and it takes but little effort on vour part to sell them UNIVERSAL Electric Home Needs.

Get ready for a big summer business and order to-dav from your Universal Jobber.

Canadian Representatives :

A. Macfarlane & Co., Ltd.

Montreal **Quebec**

Landers, Frary & Clark,

NEW BRITAIN, CONN.

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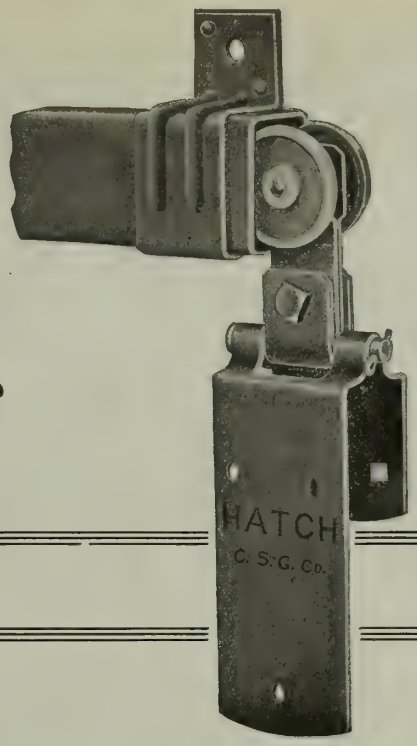
An Old Friend of the Trade

The Hatch

Trolley Hanger



Moderate Price — Quick Turnover

This perfect-action hanger sells extraordinarily well because it might be said to be "made to measure for the Canadian trade."

The Hatch Hanger is the result of a thorough investigation of the requirements of the hanger-users and the trade in general, and the hanger fills exactly the wants of the trade and consumers. This accounts for its splendid sales.

A smooth, easy-running hanger with apron 6 inches long and 3 inches wide. It moves with perfect action on roller bearings. Packed for shipment one pair in a box complete with bolts and end caps for track; 12 pairs in a case. Weight, per dozen pairs, 85 lbs.

Drop Us a Line for a Catalog

Canada Steel Goods Co., Limited

Hamilton, Canada

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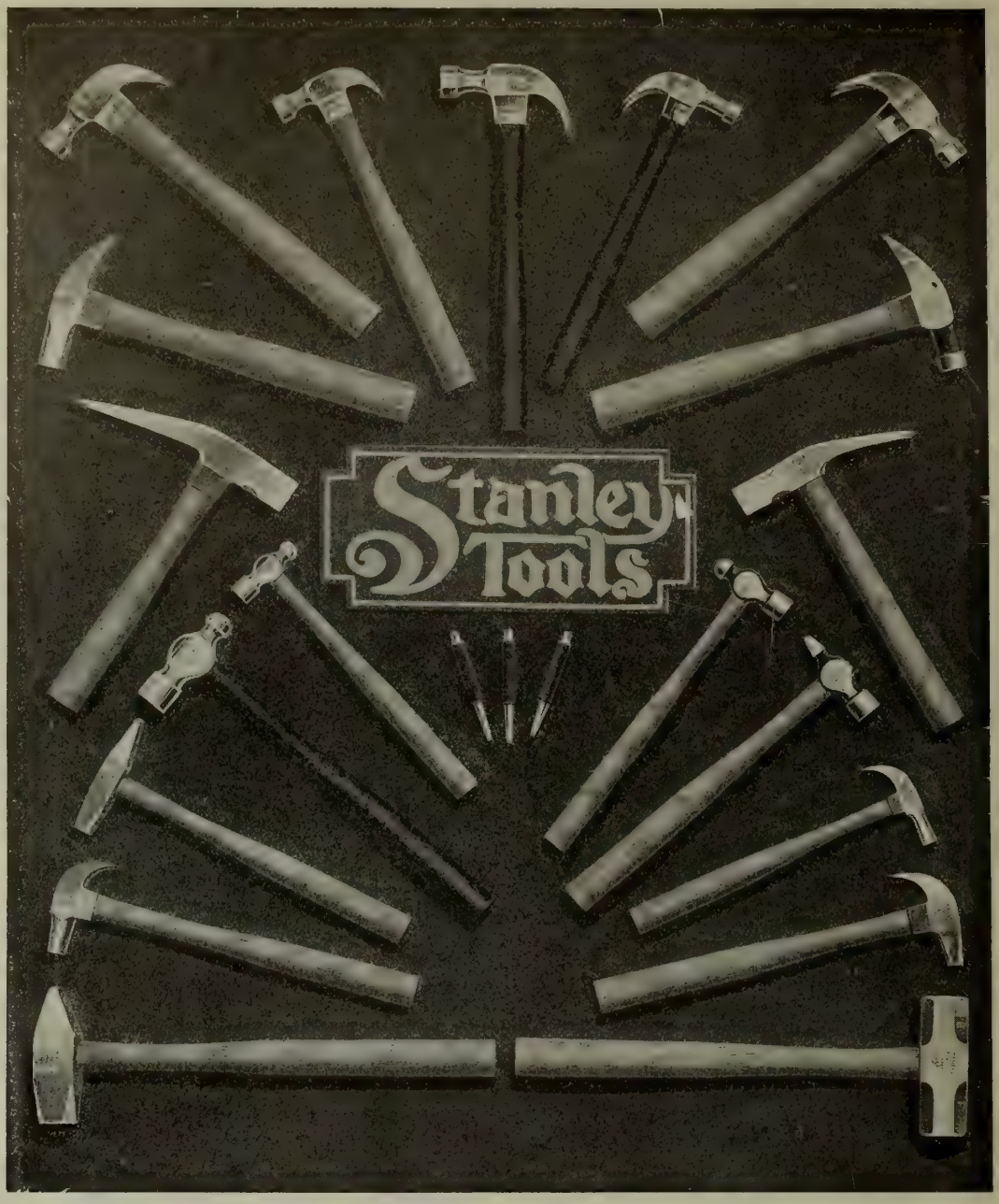

STANLEY HANDLED HAMMERS

For CARPENTERS, MACHINISTS, BRICKLAYERS, FARRIERS, TINNERS, BLACKSMITHS and ENGINEERS.

The heads are made of special steel, carefully forged, hardened and tempered.

The handles of selected second growth white hickory.

The improved method of fastening the heads to the handles makes it practically impossible for the head to fly off.

The above features, together with their specially fine finish, make them a very attractive line to carry.

STANLEY RULE & LEVEL CO.
NEW BRITAIN, CONN. U.S.A.

CANADIAN REPRESENTATIVE:

A. MacFarlane & Co., Limited, Montreal, P.Q.

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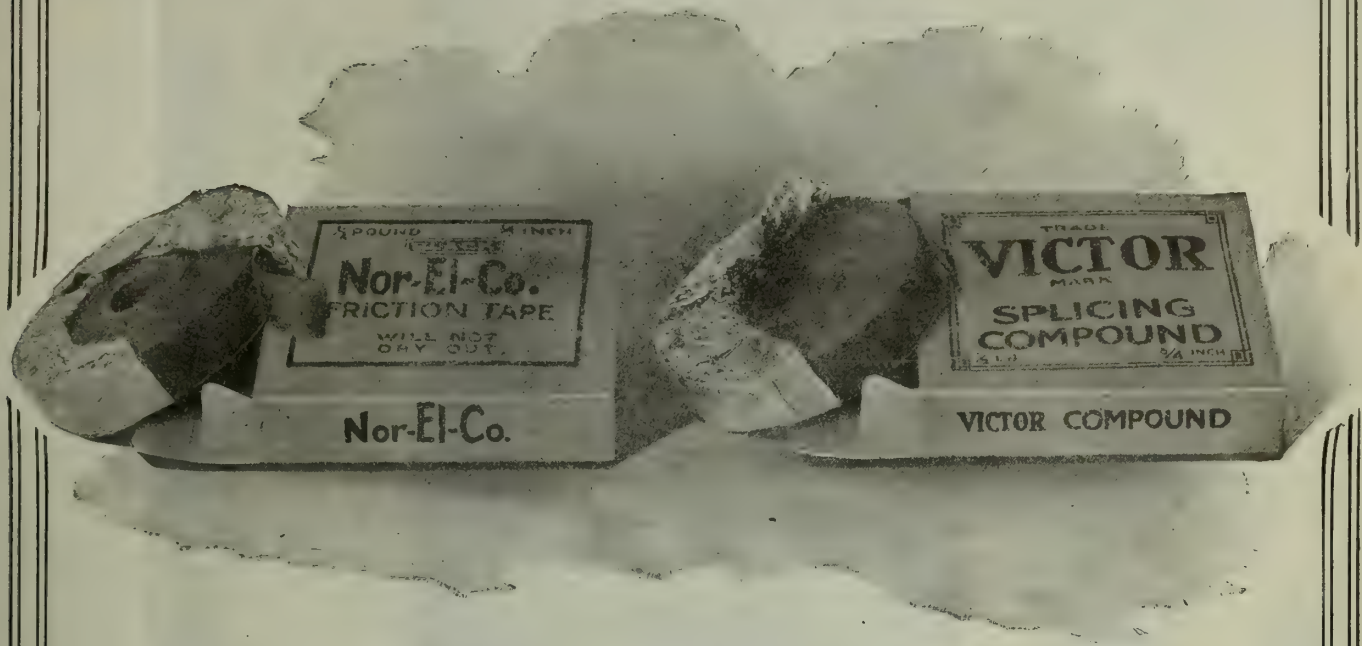
Northern Electric



Good Tape Means Joint Insurance

¶ Norelco Tape and Victor Splicing Compound fulfil the one important mission of such products by furnishing maximum mechanical and electrical protection to electrical wires without impairing their efficiency.

¶ They have especially high insulating properties, a single thickness resisting an applied potential of from 1,400 to 1,600 volts.

¶ Their composition contains no free sulphur to corrode copper wire—they do not unwrap or dry out if kept in original packages—will not deteriorate with age—are highly adhesive, and are equally effective for inside or outside work.

¶ Northern, Victor and Norelco Tapes and Northern Special and Victor Splices, are recognized standards of excellence.

Get lined up with our nearest house on these highly-marketable pieces of Electrical Merchandise

Northern Electric Company
LIMITED

MONTREAL, HALIFAX, QUEBEC, OTTAWA, TORONTO, LONDON, WINNIPEG, REGINA, CALGARY, EDMONTON, VANCOUVER

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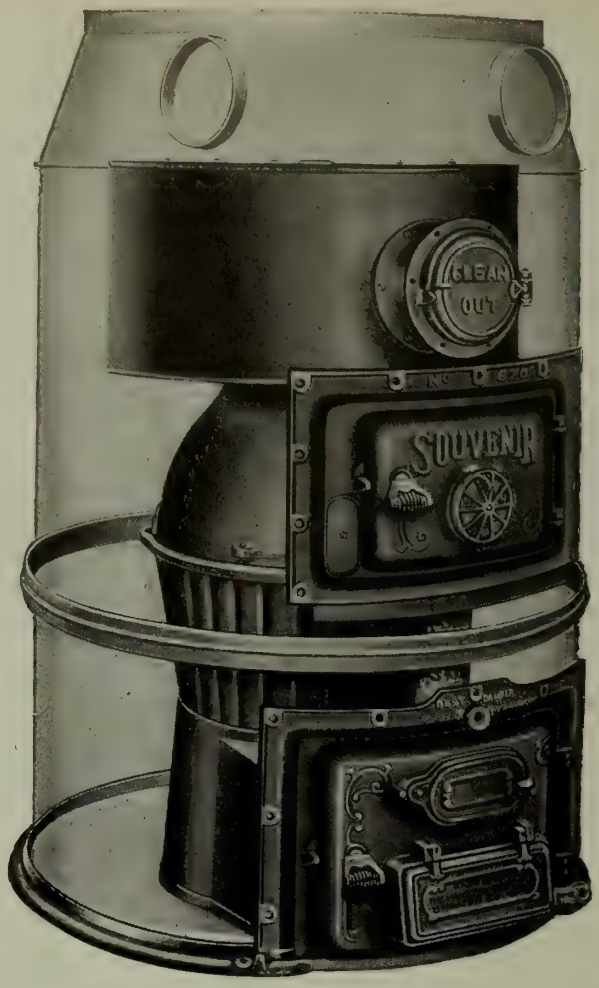
The SOUVENIR is different because



It will give your customers entire satisfaction

Souvenir Warm Air Furnace

Burns Coal or Wood

Just the right size for small houses, economical in price and yields a good profit to you, Mr. Dealer—Write for catalogue covering our complete line of Stoves, Ranges, Furnaces and Builders' Hardware.

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

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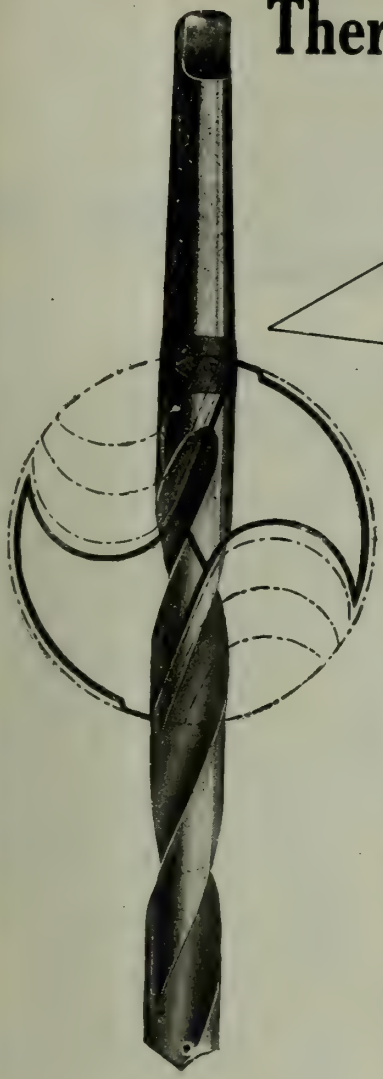
"Where there's a Wilt There's the Way"



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ACCURACY
EXCELLENCE
PRECISION
QUALITY
UNIFORMITY
SERVICEABILITY

WILT

The Name They Look For

On High Speed and Carbon Twist Drills, Reamers and Milling Cutters

The wisest and most successful jobbers, dealers and manufacturers stock WILT Tools because they are made from carefully chosen and scientifically tested raw materials, made by the most skillful workmen, in a factory equipped with the most modern, up-to-date machinery and equipment, backed by the most rigid inspection and most liberal guarantee.

When you buy or sell a WILT product you are handling the acme of perfection in machine tools. You can handle cheaper tools but you cannot handle better.

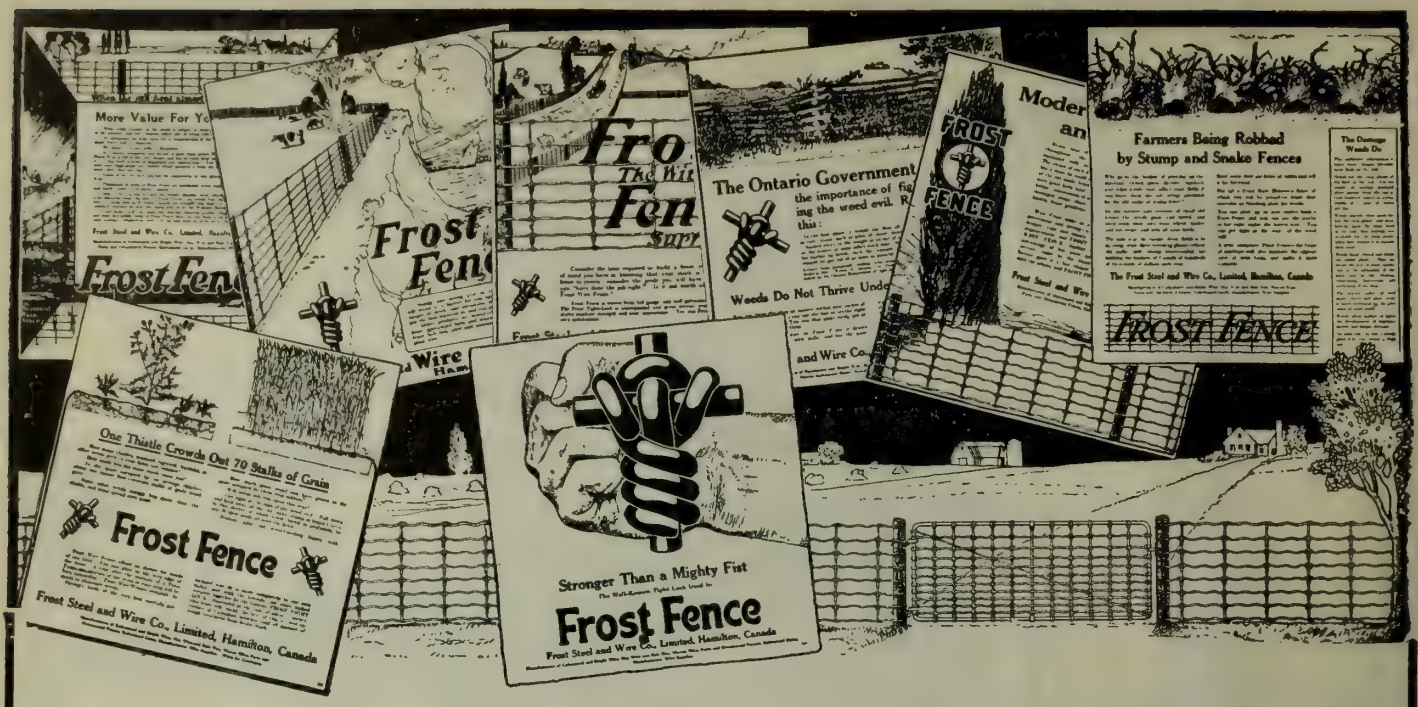
Insure your business and production by buying, selling or using WILT products.

Have you seen th e special WILT Reamers for Ford cars?

Trade WILT Mark

Wilt Twist Drill Co.
of Canada, Limited

Walkerville Ontario



These Ads Put Pep and Power into Your 1920 Selling of

Frost Fence

Your own selling force, Frost Fence ads and the unbeatable Frost Fence itself make a selling combination for 1920 that will carry everything before it.

Just run your eye over these Frost Fence ads and note their dominating strength. Then look at the list of papers covering the selling field like a blanket. With so powerful an ally as these ads preparing the ground for your salesmen and helping them wherever they may be—certainly you can anticipate a harvest of selling in 1920.

And Frost Fence's splendid reputation for stand-up ability is a sales-closing factor that has always made repeat customers in the past. With this triple team force at work we know we can expect big things in 1920 and we want you to **share** them.

Write us for full particulars about Frost Fence in 1920.

List of Papers

in which

Frost Steel and Wire Co.

ADVERTISING

will appear during

1920

CHARLOTTETOWN—
Guardian.

SUMMERSIDE—
Agriculturist.
Island Farmer.

MONTREAL—
Journal of Agriculture.
La Presse.
La Patrie.
Le Prix Courant.
Family Herald and W. Star.

OTTAWA—
Farm Journal.

PETERBORO—
Canadian Horticulturist.
Farm and Dairy.

TORONTO—
Farmers' Magazine.
Globe.
Farmer's Sun.
Canadian Countryman.
Canadian Poultry Review.
Hardware and Metal.
Construction.
Contract Record.
Mail and Empire.
Saturday Night.

LONDON—
Farmer's Advocate.

WINNIPEG—
Grain Growers' Guide.
Nor' West Farmer.
Farmer's Advocate.

Frost Steel and Wire Co., Limited, Hamilton, Canada

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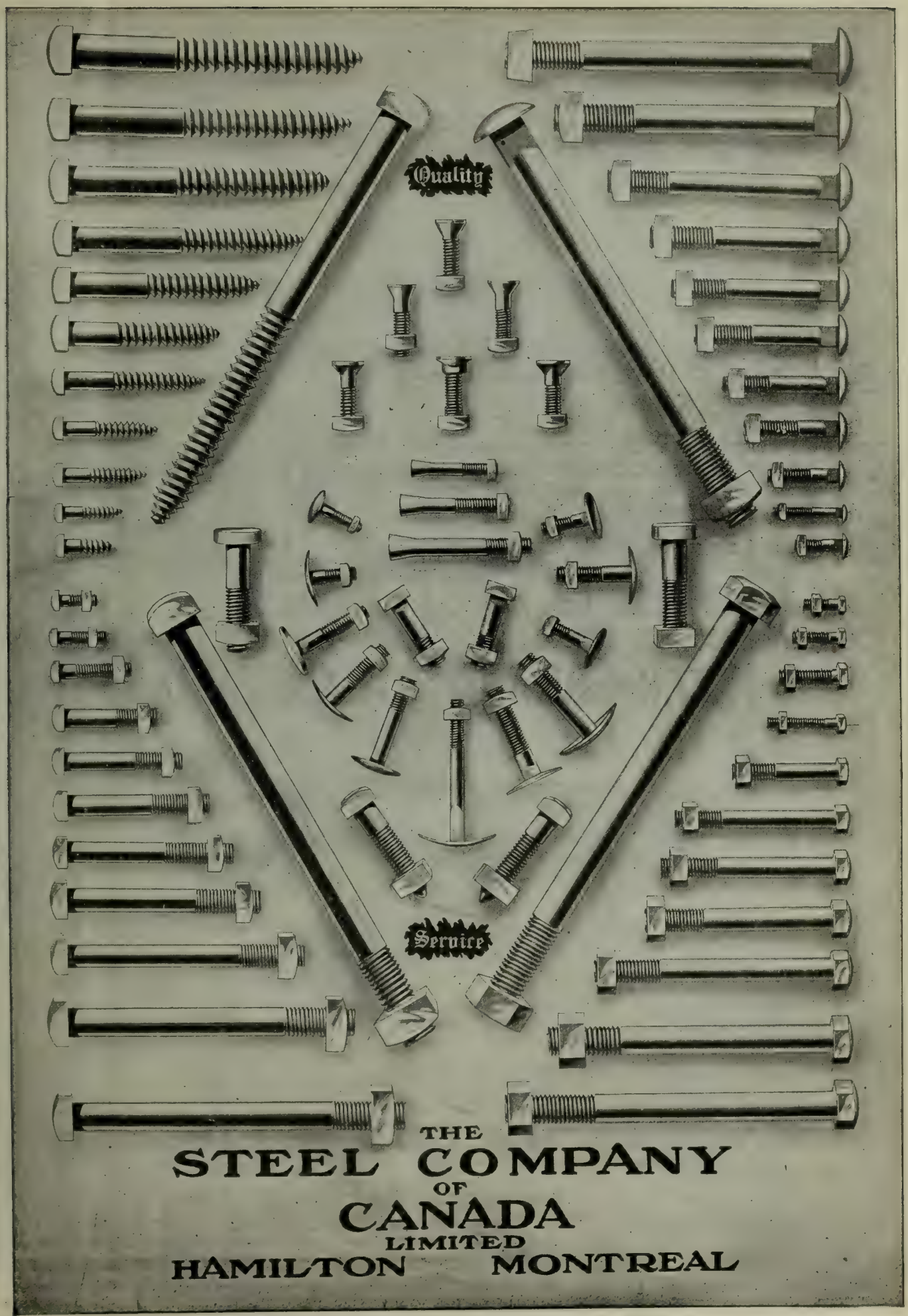

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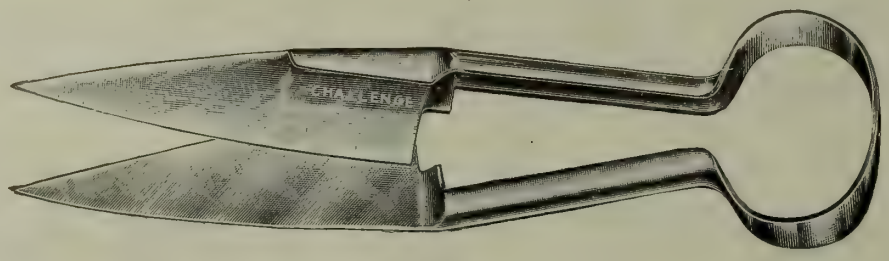
When Buying

"CHALLENGE" SHEEP SHEARS

You are assured that there are no better made



"Challenge" Sheep Shears are made of the highest grade, high carbon cutlery steel of the proper analysis for the hard work a sheep shear is called upon to perform. They are hand-forged both the spring and blade, and each and every is actually tested before leaving the factory.

Made in single or double low patterns.

Sold With an Unqualified Guarantee.

Another Item of Merit

"WESTERN BRAND" GRASS SHEARS

"Western Brand" Grass Shears are made with the same precautions as the above "Challenge" Sheep Shears.

Made with trowel shank and also straight, in Half Polished and Full Polished Finishes.

The lengths being 5½ and 6 inches.

Write for Catalog

WIEBUSCH & HILGER, LTD.

106-110 LAFAYETTE ST. - NEW YORK CITY, N.Y.

Canadian Selling Agent

JAS. GERARD KERR - 411 ST. NICHOLAS BLDG., MONTREAL

If interested, tear out this page and keep with letters to be answered.

Do You Keep a Hook For "New Business?"

FAMILIAR to most merchants is the "hook."

On it you hang the orders as they are filled. At the day's end they are added up—along with the cash receipts and other items.

In some stores they call that a day's work.

Not so in others. There is a type of merchant growing up who has a hook for "new business."

They hire an "outside" salesman or two to go after this business.

They look out for folks who might be buying but for some reason or other don't. These men aren't order takers—they're "demand creators." They get the new business—and every new order increases your number of customers—enlarges your chances of profit.

Give your outside salesman a new business hook. Start him out with the GTD line. Instead of his taking in orders, let him be primed with selling arguments of the good quality and workmanship of the GTD line of screw threading tools and screw plates.

Let him talk GTD, shout GTD, whistle GTD, and pretty soon your customers will think GTD and want GTD tools and naturally turn to you as the "GTD Store."

Little Giant

WELLS BROS.

Company of Canada Ltd. Galt, Ontario

Canadian Plant of the Greenfield Tap & Die Corp

World's Largest Manufacturers of Screw Cutting Tools.

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

SEND—*for our No. 40 catalog (pocket size) and other information. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.*

WELLS BROS.
of Canada
GALT, ONTARIO

Send latest No. 40 catalog and put our firm on your mailing list to receive information about your threading tools whenever issued.

*Name of person*_____

*Firm*_____

*Address*_____

H & M 208

If interested, tear out this page and keep with letters to be answered.

FAIRBANKS-MORSE

Building a Bigger Canada

THESE are days of progress—days when industry is leaping ahead and Canada is assuming her place in the world of commerce. Giant structures are being reared to house the machinery, men and equipment necessary to a bigger business.

Great highways are being constructed to provide for the easier transportation of Canada's products; elevators, wharves, factories, mills, mines—everywhere the hand of the contractor is set to some big task.

And wherever this construction work is going on, Fairbanks-Morse contractors' equipment is playing an important part—rendering its services as a factor in this work of progress. From the shovel to the steam and electric hoists, from the concrete mixer to the heavy road machinery, drill and jack, to truck and railway car, Fairbanks-Morse equipment is the choice of the contractor, because he knows that behind the smallest tool is the same quality guarantee and service that supports the largest unit of Fairbanks-Morse equipment.

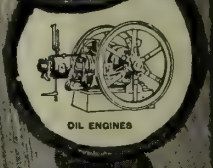
He knows that the Fairbanks-Morse 100% quality seal is the ideal of the Fairbanks-Morse institution—a standard and a guide in building a bigger Canada.

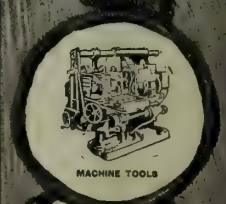
The Canadian Fairbanks-Morse Co. Limited

Canada's Departmental House for Mechanical Goods

Halifax St. John Quebec Montreal Ottawa Toronto Hamilton
St. Catharines Windsor Winnipeg Saskatoon Regina
Calgary Vancouver Victoria

11





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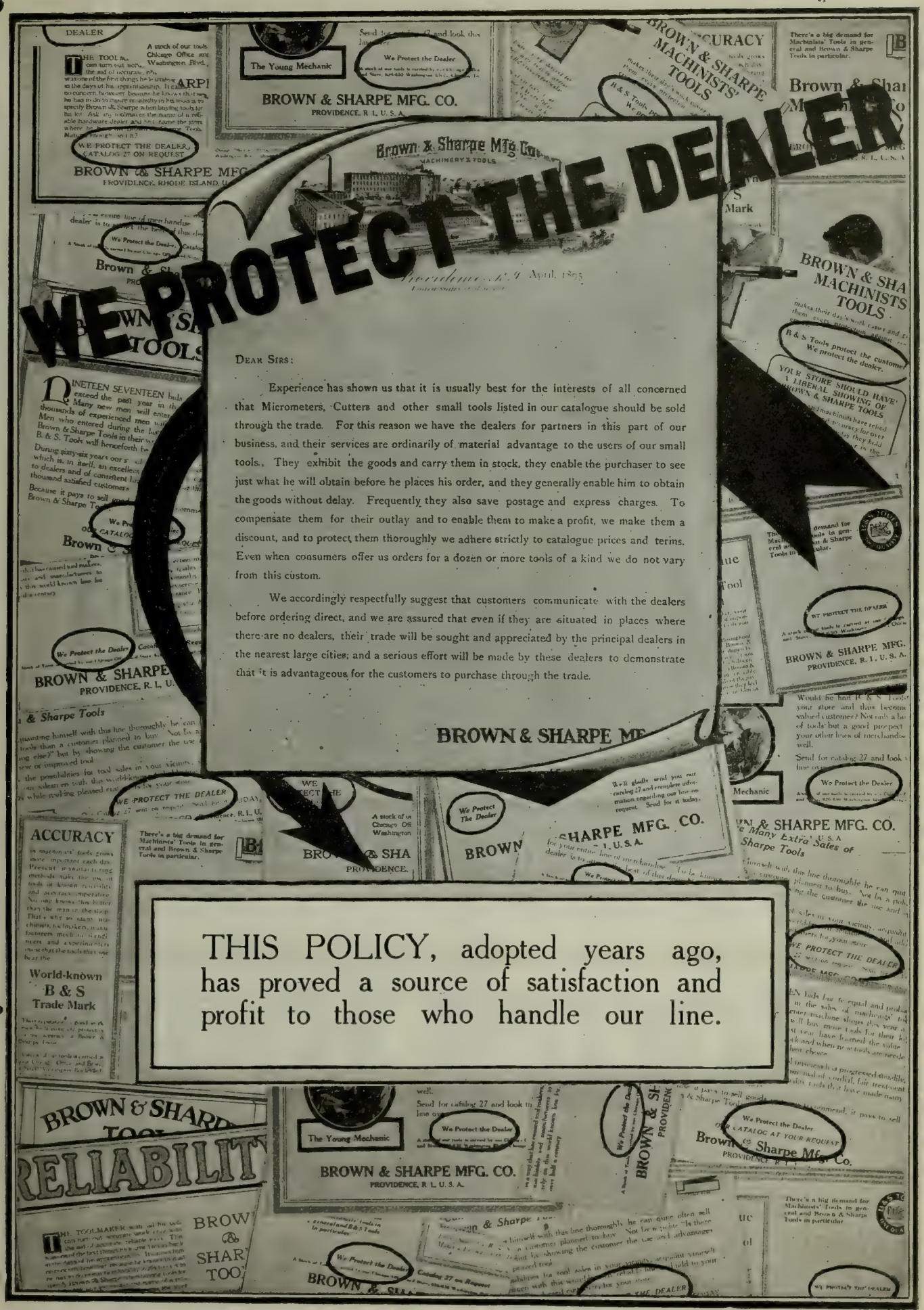


If interested, tear out this page and keep with letters to be answered.

Made with the Help Of

CADILLAC
STANDARD OF THE WORLD

STANDARDIZATION

In England and America, for many years, the thought of standardization has been closely linked to the name Cadillac.

The two have been almost convertible terms.

Now, the war has given to the phrase and to the principle of standardization, a new and a wider significance.

Every nation has a wonder-working word.

In that word is implied or expressed the special genius of its people.

Is it not possible that that word, in America, is standardization?

Standardization is a peculiarly American principle.

It is the capacity to think in large volume—*and execute in close, fine measurements.*

It is characterized by a noble bigness, on the one hand, and a scrupulous smallness, on the other.

Standardization dreams large dreams—*but it works them out with micrometer accuracy.*

It is not afraid of big figures when thinking in terms of materials, or machines, or markets, or money.

But it is mortally afraid of big figures when part is fitted into part.

Standardization laughs at millions—and worries over a loose bolt.

To the unthinking, it seems to talk in the language of the spendthrift.

The initiated know that in execution, it is the very essence of economy.

Standardization can be applied to base ends—but, in America, it should not be.

When it seeks volume alone, it is merely the apotheosis of brute force—the perpetuation of cheapness.

But when standardization and quality are wed—the fruit is a product superlatively fine.

Standardized ships and guns and aeroplanes and motor cars are speeding across the ocean to save the world.

War has shed new lustre on America's wonder-working word.

* * * * *

We feel that we may with propriety point out that this wonder-working word has also been the watch-word of these works since the Cadillac business began.

CADILLAC MOTOR CAR COMPANY, DETROIT, MICHIGAN.

Starrett Tools

for forty years have insured the accuracy, the quality and the utility of the products of America's more skilled machinists.

STARRETT HACK SAWS CUT QUICKER LAST LONGER

STARRETT TOOLS

42-73

Starrett Tools

If interested, tear out this page and keep with letters to be answered.

Story for Week Dated June 26, 1920. Being No. 11 in the Series

From the Tree to the Trade---

Is A Long, Long Trail

THE scent of the pine-woods lingers about a box of Eddy Company matches. The picked white pine from which they are made is clean and pure and fragrant. In the form of timber that pine has taken a long time to grow; in the form of logs it has taken a long and turbulent trip from the lumber camp; in the form of match-boards it has gone through many processes, as you know, before it comes to the counter across which you sell it to the customer who brings every Eddy match eventually to the striking point.

To the right is a picture taken many miles away from the great Eddy plant at Hull, but it is a picture of part of the Eddy plant all the same. This is the Du Moines River tumbling down its rapids. There are the dark fringes of the pine trees against the sky. In the river, stranded as you will notice here and there, upon the rocky banks, there are logs sawn to length. They are on their way to the E. B. Eddy plant at Hull to be manufactured into matches and many other articles of merchandise.

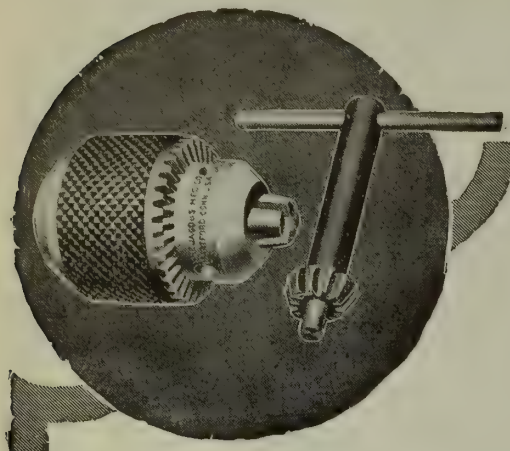
Lake Du Moines is some two hundred and twenty-five miles away from the Eddy plant; and it takes the logs a whole year, as a rule, to negotiate the distance. As you are reading this, the shanty men are busily engaged in cutting logs which will float down the river of the picture to the right in spring, and which will be arriving at their destination in Hull about Christmas, 1921. Once there, they will become matches very quickly as the former stories of this series have indicated, but the logs loiter a lot on their way down river. Look at the picture and you will see them loitering. To see them arrive at the Eddy plant is a very different matter. They have lingered in the shallows, romped down the rapids, and floated like a squadron of long, low ships in the deep reaches of the rivers on which they travel. They have been guided here and there, sometimes towed by steamboats, and hurried along at times on their long journey, but at last they are grasped by the eager clutches of the great machines. Their journey is ended. They have left the realm of the Tree, and are on their way to the Trade.

Scene on the Du Moines River, 225 miles from the Eddy plant. Note logs on their way to become matches, illustrating the Eddy motto:

"From the Tree to the Trade"

If interested, tear out this page and keep with letters to be answered.

JACOBS CHUCKS



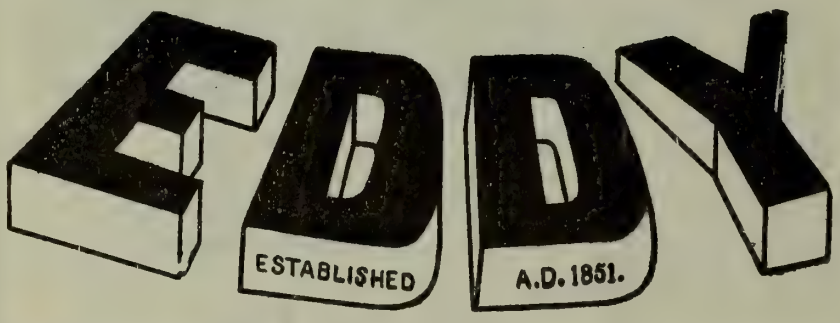
---it's what your customer gets out of them

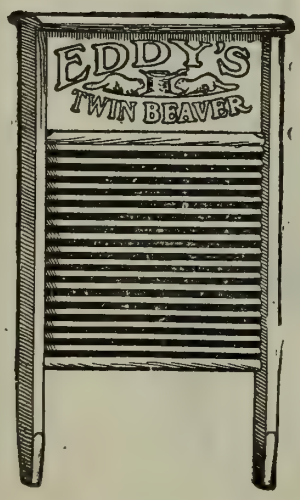
The dealer who sells Jacobs Chucks is selling his customer better drilling—better, because of the greater efficiency, convenience, ease of handling, and economy in the operation of his drills.

This better drilling is what the man who buys chucks is looking for. Why not give him what he wants, or inform him as to what he needs?

That's why Canadian hardware dealers handling mill supplies have found Jacobs Chucks a most profitable line.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.





Eddy Products Are Easily Sold

Because behind every Eddy display there is a nation wide confidence in the name "Eddy," a realization on the part of the consumer that the name in itself is an all-sufficient quality guarantee.

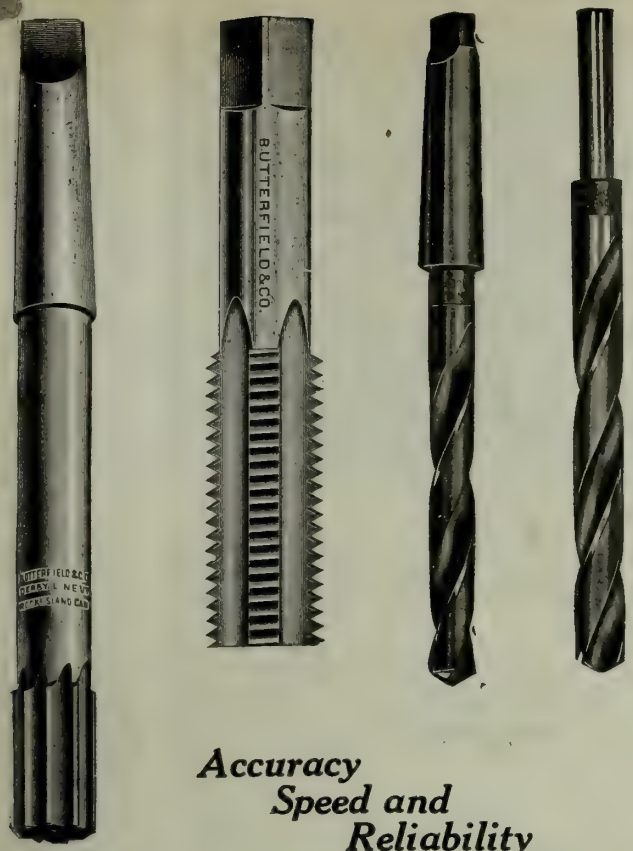
Based upon Merit this consumer goodwill is being maintained and strengthened by a rigid adherence to the highest standards of manufacturing excellence. Publicity too—intelligent educational advertising—is helping to still further popularize Eddy products in every community.

See that your stocks of Eddy's Matches and Indurated Fibreware are sufficient to meet the local demand.

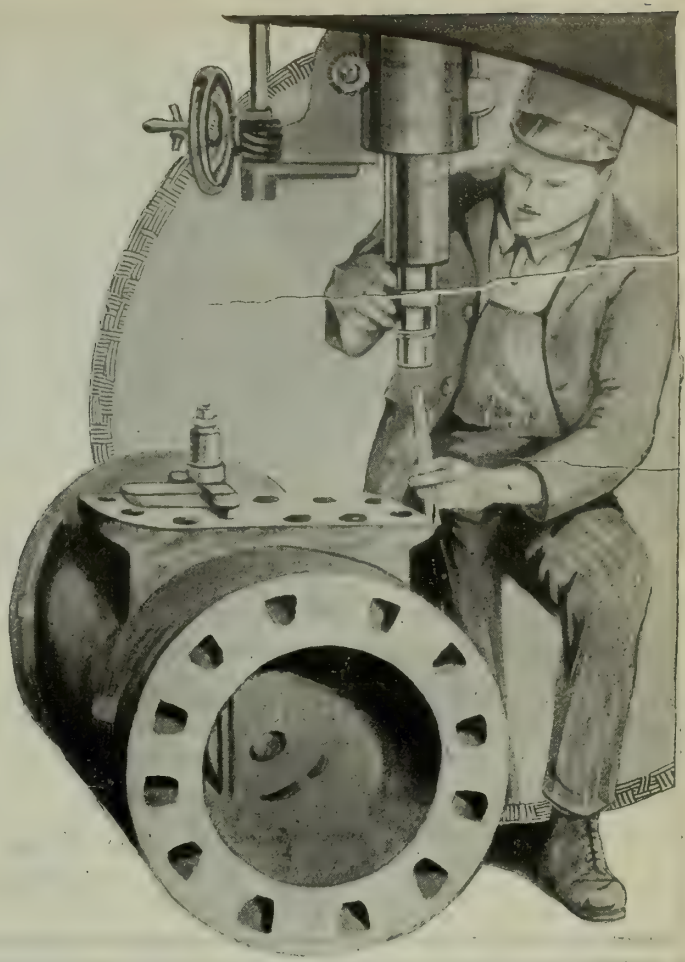
The E. B. Eddy Co., Limited

HULL CANADA

If interested, tear out this page and keep with letters to be answered.



Accuracy
Speed and
Reliability



Approved by Machinists

Because Butterfield tools are accurate, fast-cutting and remarkably free from breakages. Butterfield's can be relied on in a "ticklish" problem and require only ordinary care without continual "nursing."

When Butterfield tools come off a hard, tough job the edge is sharp and ready for more. Butterfield's require the minimum of grinding and tool-maker's care.

Butterfield & Company, Division
Union Twist Drill Company
Rock Island, Que.

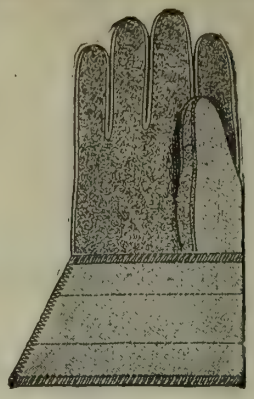
FOREIGN REPRESENTATIVES: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium, and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe-Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Housman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre, 785, Buenos Aires, R. A.

BUTTERFIELD

If interested, tear out this page and keep with letters to be answered.

TAPATCO BRAND

REGISTERED TRADE MARK



Satisfaction The Unseen Salesman

In most instances a well-satisfied customer does not take the trouble to come in and express his satisfaction to the dealer, so the dealer must draw his own conclusions. But the sale of a dependable, serviceable article like "Tapatco Gloves or Mitts" never leaves room for doubt or guesswork.

The man who buys Tapatco Gloves or Mitts can be counted on for an unseen salesman, a constant booster among his fellow workers.

Even should he say nothing about Tapatco Gloves or Mitts the superior quality will show itself in time and continued use. Then the inevitable question will be asked, "Where did you get them?" Are you as a dealer taking advantage of this unseen salesman called "satisfaction?"

STYLES

Gauntlet, Knit Wrist and Band Top. In Heavy, Medium, and Light Weights. Also Leather Tip and Leather-faced Gloves, Jersey Gloves and Mitts in Tan, Slate or Oxfords.

A Line With Ever Increasing Sale

A Pad so well made that it gives long service — with hooks so secure that they never work loose. TAPATCO COLLAR PADS are used from one end of Canada to the other to protect the necks of horses. They prevent friction, and so remove all possibility of sores, galls and chafing. Get your share of the big business that is being done with this line among Canadian farmers.

The American Pad & Textile Company

CHATHAM, ONTARIO

WROUGHT PIPE

BLACK and GALVANIZED SIZES, ⅛ IN. TO 4 IN.

All our pipe thoroughly inspected, tested to 600 lbs. hydraulic pressure and branded.

All Sizes of NIPPLES (Black and Galvanized)

Ask your jobber for CT *Brand of Wrought Pipe*

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL

Works: Lachine, Can.

SIMONDS

CROSS-CUT SAWS

Cut easy, saw fast and stay sharp longer than other brands. They are fully guaranteed. Hardware dealers should get our catalog and prices.

Simonds Canada Saw Co., Limited

ST. JOHN, N.B. MONTREAL, QUE. VANCOUVER, B.C.

If interested, tear out this page and keep with letters to be answered.

2 cuts returned to British Smelting Ref Co July 30.

A Co-operative Jobbing Programme

There is a universal demand for Babbitt Metals. It comes from the mills, machine shops and plants generally.

Our plan is to increase your share of this business, for by doing so, we can better serve the actual consumer.

We want only one Distributing Agency in each City or District. This Agency must be a live one. We will give the Distributor every co-operation, granting him an overage on all business secured direct from his District on the Brands he carries.

We have standard prices arranged on a sliding scale according to quantity. The Distributor can afford to re-sell at our standard prices and book quantity business.

We offer a clearly defined and solid Jobbing proposition. Babbitt is a good line. It is a steady repeat business. The repeat business is what pays. Jobbers have frequently secured initial orders for Babbitt and lost the repeat business when their customers ordered direct from the makers. With our proposition this direct business will benefit the Jobber as much as the business he books himself.

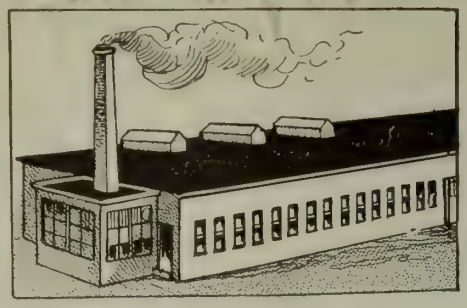
As distinguished from ordinary Babbitts, ours have definite selling points. They are the only Babbitts made and sold in Canada which are alloyed under the famous "STANLEY PROCESS." No other kind of Babbitt Metal enjoys so world-wide a sale. There is scarcely a Country in which "STANLEY PROCESS" Babbitts are not used. This speaks for itself. There is every reason why we should get together.

Inquiries From Responsible Houses Are Invited.

STANLEY PROCESS BABBITTS

BRITISH SMELTING & REFINING Co. Limited.
Drummond Building Montreal.

If interested, tear out this page and keep with letters to be answered.



A Profitable Line

The demand for Brantford Roofing is growing rapidly because it fills a need for a fire-resistant, durable roofing at a reasonable cost.

Progressive hardware dealers who handle and our other lines can fill every roofing requirement in their localities.

For sloping roofs—for flat roofs—for barns, freight sheds, factories, stores, banks, public buildings, homes, garages and all styles of buildings—there are suitable lines of Brantford Roofing.

The Brantford line is the most complete line of roofing in Canada. It is made of *first quality* materials by a purely Canadian company that thoroughly understands conditions in all sections of the Dominion. It is nationally advertised to the consumer.

Write for samples, prices and information.

Brantford
Asphalt Slates

Brantford Roofing Co., Ltd.
Head Office and Factory: Brantford, Canada
Branches at
Toronto, Montreal, Halifax, Winnipeg

A Water Stretch and ***Rot-proof Braided Cordage*** should appeal to your trade.

If in addition ***its tensile strength is greater and its price lower*** its sale is assured.

AERO CORD

ALONE embodies all the above advantages and has withstood the most severe tests for government, industrial and marine work being equally efficient indoors or out, particularly adapted for use as :

Sash Cord	**Clothes Line**	**Bell Cord**	**Tiller Rope**
Signal Cord	**Trolley Cord**	**Tent Rope**	**Awning Rope**

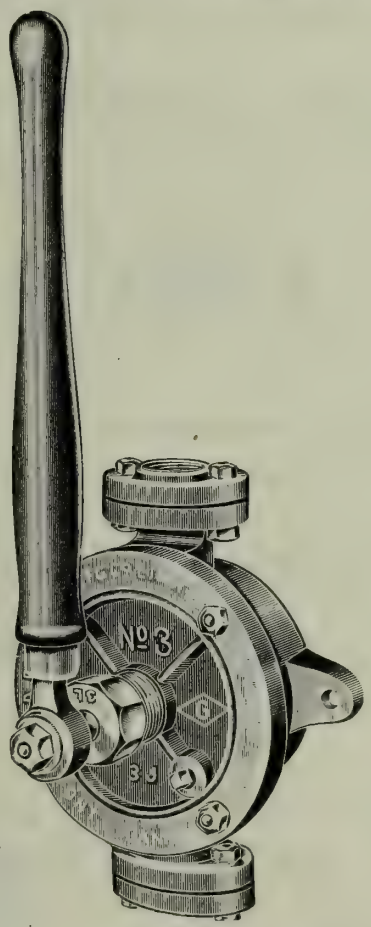
If your jobber cannot supply you communicate with us direct or with our Western Agents, H. L. Perry Co., Ltd., Winnipeg, Man.

The Aero Manufacturing Co., Limited,
SHERBROOKE, QUEBEC

If interested, tear out this page and keep with letters to be answered.

CANADA
FOUNDRIES & FORGINGS
LIMITED

REDWING SEMI-ROTARY PUMPS



THE ONLY TYPE OF PUMP THAT CAN
BE SECURED IN AMERICA FROM STOCK

SPECIFY REDWING'S IMMEDIATE SHIPMENT

PRODUCED AT

JAMES SMART PLANT

BROCKVILLE, CANADA

If interested, tear out this page and keep with letters to be answered.

ATKINS

Sterling Quality Cross-Cut Saws

The Saw that brings a *higher price*—a *bigger* profit. Their Service makes them worth it.

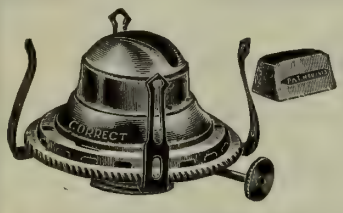
Sterling quality steel backed by sixty years' experience has produced these popular Saws. Get quotations and resale prices immediately. ***Ask for catalog "H.M."***

Made in Canada.

E. C. ATKINS & CO.

Makers of Sterling Saws

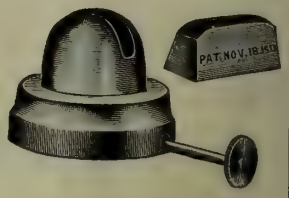
Factory—Hamilton, Ont. **Vancouver Branch—109 Powell St.**



A and B Size Correct Lamp Burner

Correct Lamp and Lantern Burners

(Flame Spreader Type)



No. 2 Cold Blast Correct Lamp Burner

25% to 50% More Light Than Any Other Burner

Give your Wholesaler a sample order. You will like them.

We also make the **"Queen Mary"** and **"Dominion"** Burners.

Photo Reproduction Illustrating Flame of B or No. 2 Correct Lamp Burner

The Schultz Manufacturing Company

LIMITED

HAMILTON, CANADA

Give us your Wholesaler's name and we we will send you a sample

Photo Reproduction Illustrating Flame of No. 2 Cold Blast Correct Lantern Burner

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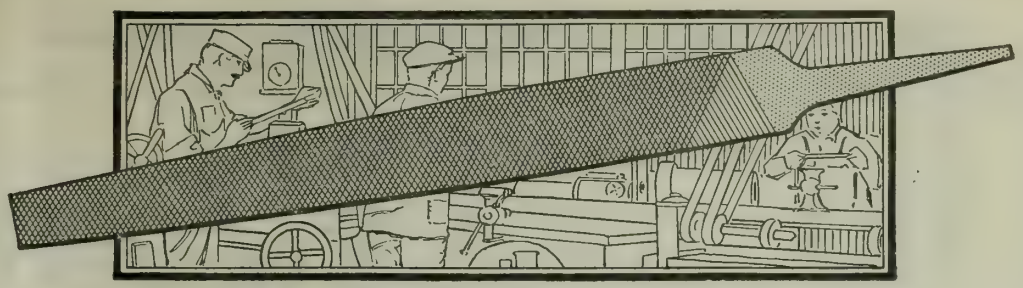


Famous Five Files Mean Quick Turnover

You don't have to carry a big lot of Famous Five Files for months, tying up your money in a sluggish stock.

Famous Five Files sell quickly because they are recognized as the standard of file quality.

And you can get quick shipments from your jobber as needed.

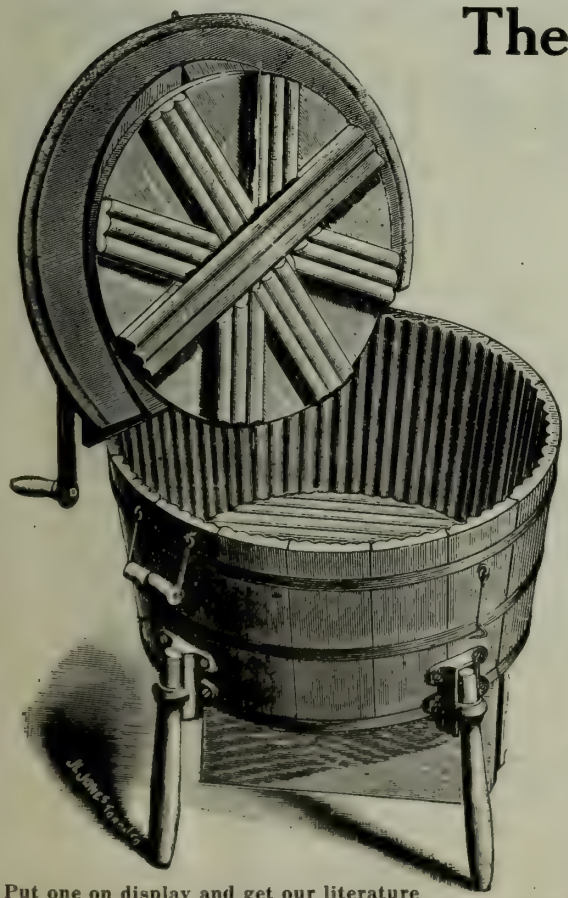
This means bigger profits on your investment.
Order the Famous Five brands by name:

KEARNEY & FOOT
GREAT WESTERN
AMERICAN
ARCADE
GLOBE

Made in Canada by

Nicholson File Company

PORT HOPE - ONTARIO



Put one on display and get our literature

The "STEPHENSON" Washing Machine Sells Readily

It requires but a few moments of your time to explain the merits of the Stephenson Water Power Washing Machine—and then the sale is completed. Your customer will have no reason to doubt your statements, because each and every wash day will prove your claims for the "Stephenson" in their entirety.

We urge that you prominently display this washing machine in your store. All details as to prices, sales helps and literature are here for the asking. Write us now. It's in your best interests to do so.

Taylor-Forbes Co., Limited

HEAD OFFICE AND WORKS
Guelph, Ont.

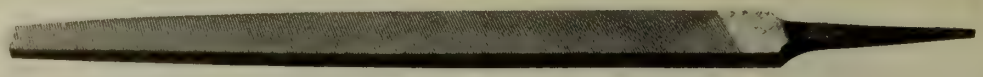
TAYLOR-FORBES CO.
246 Craig St. W., Montreal

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

TAYLOR-FORBES CO., LTD.
1070 Homer St., Vancouver

H. F. MOULDEN & SON
314 Conferation Life Bldg., Winnipeg

If interested, tear out this page and keep with letters to be answered.



ECONOMY

the watchword of the hour.

PH and IMPERIAL FILES

Save TIME, and Save MONEY, — *"They cut faster and wear longer".*

P H

IMPERIAL

Judged by all standards they are the most economical files to buy.

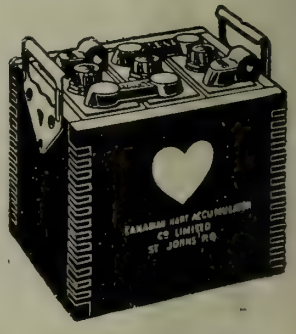
Be File-Wise.

INGERSOLL FILE COMPANY, LIMITED.

John Morrow Screw and Nut Company, Limited,
Sole Distributors,
INGERSOLL, ONTARIO.

INGERSOLL

It's Easy to Sell Hart Batteries



You'll find your customers glad to get Hart Batteries. The trustworthiness and reliability is unquestioned—they stood the severe tests of the British Admiralty and were used on submarines. The rugged construction of the plates prevents many of the injuries due to rough roads.

Partridge Tires Will Delight Your Customers

Partridge Tires are withstanding the severe strain of country driving better than even optimistic motorists thought possible. Many motorists demand Partridge Tires — will accept nothing else. These are former buyers who know the exceptional service they give. Order a complete stock NOW. Get your prices direct from us. We guarantee quick shipment.

Samuel Trees & Co., Limited

Distributors of Partridge Tires and Hart Batteries. Manufacturers and Jobbers of Automobile Accessories

42 Wellington Street E. - Toronto

If interested, tear out this page and keep with letters to be answered.

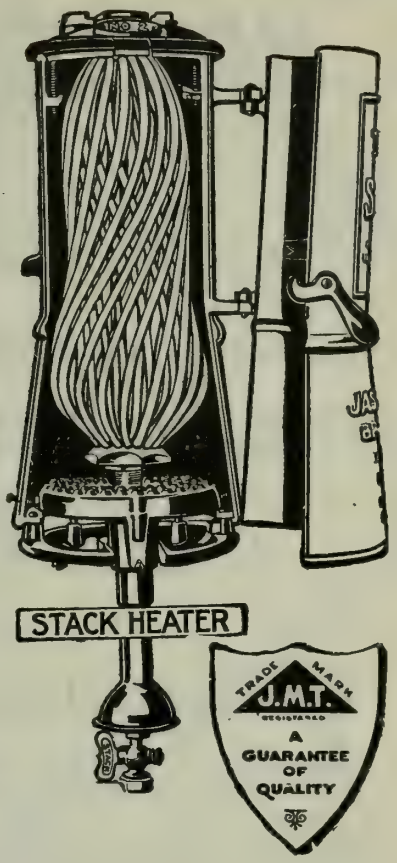
From Cold to Hot in 60 Seconds

STACK HEATER

Take note of the small size and large number of coils; this means quick heat. The numerous small pipes will naturally heat water quicker than one big pipe because of the greater heating surface offered.

You can sell your prospect with certainty when you show him that this dependable heater will heat water in one minute.

Send for a Stack Heater Display Card.



The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, Toronto, Ontario

VOL-PEEK

A Profitable Seller

It's good business to sell **Vol-Peek.** 70% profit. No expense. Simply place our attractive display stand on your counter. It sells the goods on sight. Every housewife needs **Vol-Peek.** Guaranteed to mend Pots, Pans, Tinware, Graniteware, Copper, Aluminum, etc., **at one-half cent per mend.** Easily applied by hand. Hardens quickly.

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Advertised all over Canada

Your jobber has them.

H. NAGLE & COMPANY

Owning and Operating Vol-Peek Mfg.Co.
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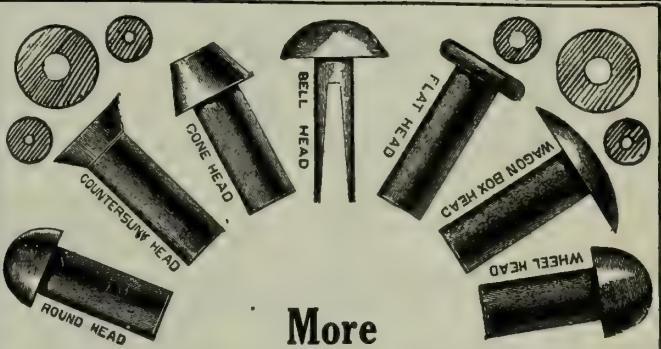

More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture —

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Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
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The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

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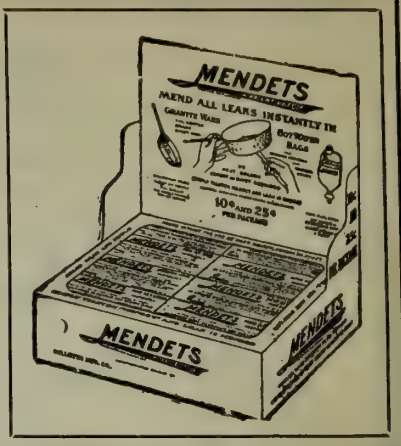
MENDETS
A PATENT PATCH

Mendets are selling wonderfully. Orders pour in as fast as we can fill them. Millions of boxes have been sold. Placed in sight in your window or on your counter, this display case sells them on sight. Mendets occupy little space.

The effective results given by Mendets have created an enormous natural demand. An extensive advertising investment has maintained and stimulated this demand everywhere. The easiest sales you ever made. Write your jobber.

Collette Mfg. Company **Collingwood, Ontario**



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AND
Pipe Fitters'
Tools

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LIMITED
HESPELER, ONT.

FISHING TACKLE!

Incomparable Brand

INCOMPARABLE
REGISTERED
TRADE MARK.

Buyers are respectfully requested to place their orders for early delivery 1921, NOW
Our Mr. Thos. Tully will visit Canada earlier this year, beginning his trip in July, and he hopes to receive a continuance of the kindness and courtesy hitherto extended to him by our many friends in the Dominion.

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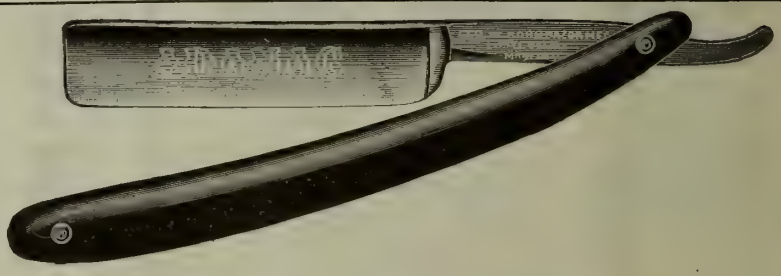
Representative—Canada and U.S.—Thos. Tully, Riverside, Illinois.

Price Doesn't Make a Razor



Men have paid as high as ten dollars for razors which were a keen disappointment.
And they have paid only two or three dollars for G. W. Korn's Razors which were a keen delight.
The difference is more in the **treatment**, than in the **steel**—anyone can buy good steel.
G. W. Korn's razors are made by **razor experts**, not "general cutlery makers."
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CHICAGO SPRING HINGES

The "Chicago" Screen Door Hinge (Type 3005) is made of heavy wrought metal and has an adjustable tension.

The spring is entirely enclosed and made of oil tempered steel wire. Nothing better in workmanship or finish. Packed one pair in an individual box with screws to match.

TRADE CSB CO MARK

Type No. 3005 Adjustable Tension

Chicago Spring Butt Company.
CHICAGO NEW YORK
Send for Catalogue M-36

MERCHANTS—
Feature these Lines—Now

The lines manufactured by CANADIAN POLISHES, Limited, are being NATIONALLY advertised. There is a big demand being created from coast to coast. Are you getting your share of this profitable business?

RE-NU-ALL AUTO TOP DRESSING

A dressing prepared especially for auto tops of all kinds. Softens and preserves. Waterproofs. Leaves a rich, enamel, lasting finish.

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Imports a bright and lasting finish to Auto bodies. Removes grease and dirt. Makes car look like new.

IDEAL SILVER CREAM

There is a big demand for this cream. It is giving satisfaction to users. Works quicker and polish lasts longer. Not injurious. Does not stick in chased parts.

STOCK THEM—DISPLAY THEM

These lines are in demand at this time of the year. Stock them and display them prominently. They are repeaters and make satisfied customers.

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Successors to Domestic Specialty Co., Limited
HAMILTON, ONT.

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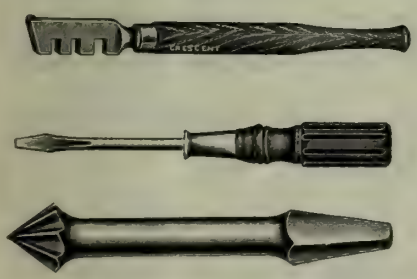
Cane's Star Brand Clothes Pins are better—they cost no more than "just clothes pins"—but there's a difference.

Star Brand are always right in shape, right in length and correct in count. They will not injure the clothes.

Your Jobber will be pleased to supply Star Brand Superior Clothes Pins at no extra cost.

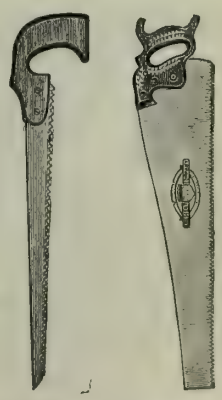
The Wm. CANE & SONS Co., Limited
MANUFACTURERS
Newmarket Ontario



"Crescent"

The Profit and Turnover Line

One that makes money for the dealer because Crescent goods sell. They sell well and bring good profit as well as being of consistent high quality that satisfies customers and insures permanent business.



At Your Jobbers

Campbell Agencies
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We are in a position to give **immediate supplies to Canadians.**
These and all articles pertaining to the Builders', Joiners' and Carpenters' requirements are our specialty.
We are in touch with the most noted and remote manufacturers in the trade.
Do not stand and wonder where you can procure any particular line in hardware. That's ours!
We shall assemble all your requirements and dispatch in one consignment.
Let us have your enquiries at once. Delays are dangerous on a rising market.

Address your envelopes B Dept.

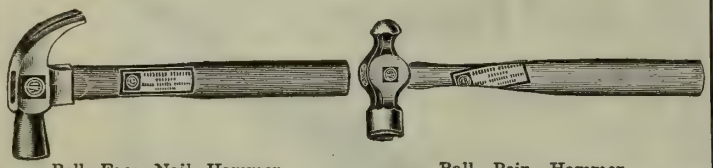
White & Colquhoun

Hardware Exporters

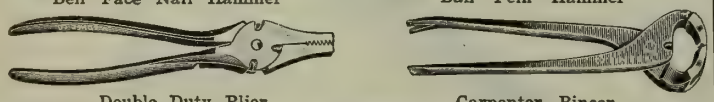
45, 47 and 49 Main St., off Waterloo St., Glasgow

V & B TOOLS

Individually Tempered and Tested



Bell Face Nail Hammer — Ball Pein Hammer



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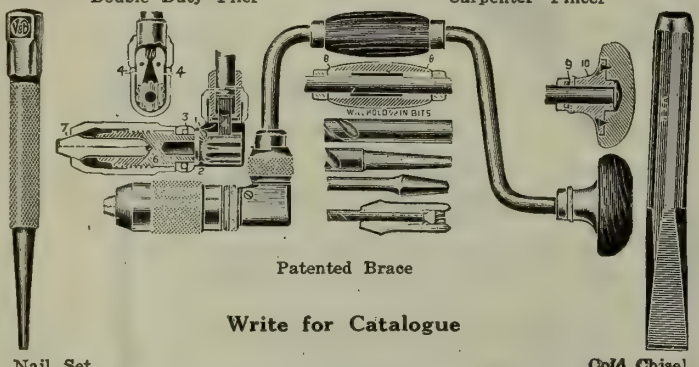

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Write for Catalogue

Nail Set — Cold Chisel

VAUGHAN & BUSHNELL MFG. CO.

Makers of Fine Tools

2114 Carroll Ave., Chicago

Represented by
ALEXANDER GIBB, 3 St. Nicholas Bldg., Montreal

Reed's Patent Plastic Asphalt Roof Cement

repairs cracked joints, nail-holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

It is VERY ADHESIVE and sticks firmly to anything forming a tough leather-like skin over the top; WILL NOT RUN or loosen from joints or cracks in Summer or Winter.

For twenty-five years, in all climates, this cement has given perfect satisfaction and its supreme usefulness makes it one of the best-selling items in a hardware store when properly displayed.

Put up in 1, 5, 10, 125 and 500 lb. containers

GEO. W. REED & CO., LIMITED

37 St. Antoine Street
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BIG PROFITS

FOR THE RETAIL HARDWARE STORE

SELLING

Tents and Camp Equipment

WE ARE WHOLESALE MANUFACTURERS—TRY US

WOODS MANUFACTURING CO., LIMITED

OTTAWA

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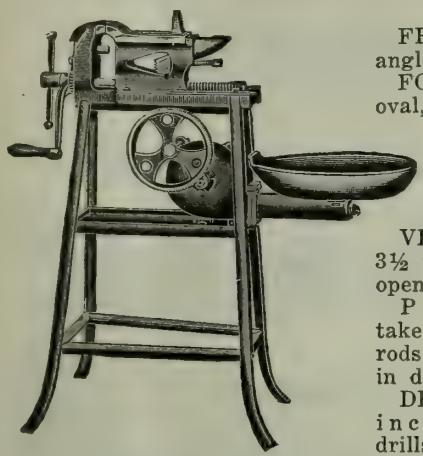
Rock Island Combination Forge, Anvil and Vise



FRAME—is steel angles.

FORGE — Pan is oval, 12 x 15 inches.

FAN — is drive by an accurately cut gear and pinion.

VISE — jaws are 3½ inches wide and open 11 inches.

PIPE JAWS—take pipe and round rods up to 2 inches in diameter.

DRILL—takes ½-inch round shank drills; chuck is steel.

The machine weighs about 135 pounds. Order a sample. This tool will sell on sight.

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The L. Martin Co. *Headquarters for*

GERMANTOWN LAMPBLACKS

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Originators of Eagle, Old Standard, Globe and Pyramid Germantown Brands.

Suppliers of Bulk Blacks to the highest class Grinding Trade.

THE L. MARTIN CO.

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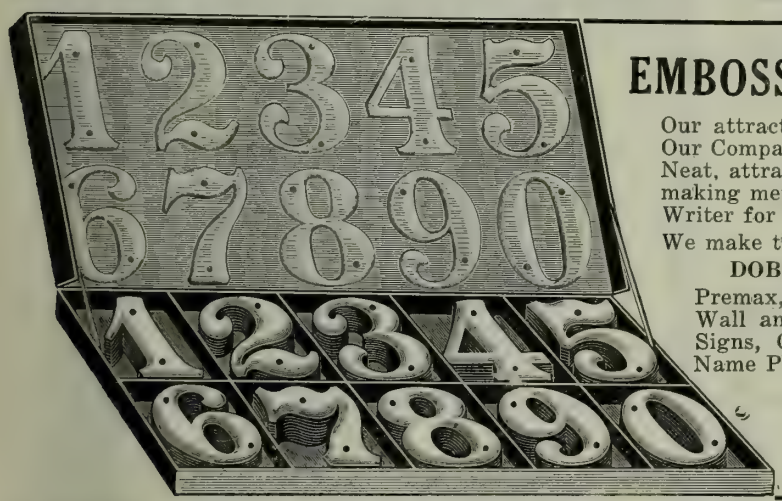

EMBOSSED SHEET METAL FIGURES

Our attractive figures, 8 sizes, 7 finishes, are quick sellers. Our Compartment Box contains 120 figures, 1 dozen each, 0 to 9. Neat, attractive, draws trade. A popular and convenient sales-making method of display for your benefit.
Writer for Folder 14 and Sales Suggestions.

We make the following hardware specialties:

DOBSON, ZENITH AND PREMAX HAME CHAINS

Premax, Jockey, Spreader and Stallion Chains, Wall Plugs, Wall and Veneer Ties, Sash Chains, etc. Street and other Signs, Checks, Badges, Medals, Dog Tags, License Plates, Name Plates, Miscellaneous Goods.

Catalog No. 25 on request.

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Niagara Falls, N.Y.

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A. S. Butchart. 26 Adelaide St. W., Toronto
C. C. Cartwright, Union Trust Bldg., Winnipeg

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Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actual tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT — Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

MADE IN CANADA

UNIMECO WROUGHT WASHERS

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

Twines

Counter, Express and Factory, in Cotton, Jute, Hemp

Walter Woods & Co.
Hamilton and Winnipeg

Wrought and Steel Plate WASHERS OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS

We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Time Is Money

Why not save time and make money by using our eavestrough, conductor pipe, ridge roll and valleys on those contracts of yours. We also make corrugated iron roofing and siding, ventilators, elbows, etc., and also carry a full line of Barrett's ready and rubber roofing, etc.

Wheeler & Bain
Toronto

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An Axe is as Strong as its Handle

STILL'S

—will give you a stronger working tool, for **STILL'S HANDLES** are made from the best of Canadian Woods.

The sale of

STILL'S HANDLES

far exceeds all other makes.

There's a reason.

Axe, Pick, Sledge and Hammer Handles, Cant Hook and Peavie Handles.

It pays to sell **STILL'S.**

J. H. Still Mfg. Company
ST. THOMAS -:- ONTARIO

Arrowhead Saws

Vanadium Steel

The Standard of Canada

"Arrow heads" are good sellers that make satisfied customers and bring repeat business because they are made right. Made right in temper, balance, hang and properly set.

Put one in the hands of a mechanic. Watch your customer register recognition, satisfaction, appreciation, desire and purchase.

T. F. Shurly Company
Limited
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Reduces Cost of Production

That Carbalox is available in convenient rolls means a saving in production cost. Workmen equipped with convenient rolls, can use Carbalox as needed without waste or loss of time in cutting up sheets. Carbalox, in hardness and cool cutting qualities, is particularly suitable for cutting and polishing aluminum, brass, copper and iron.

Canadian Sales Representatives:
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Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.
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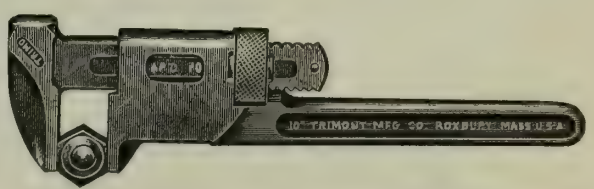
TRIMO

The Trimo Pipe Cutter can be converted into a one-wheel or three-wheel cutter by substituting wheels for rolls or rolls for wheels. When making changes care must be taken to replace cotter pins which must always be in place to give proper service.



The Trimo Monkey Wrench is built for strength, especially adapted for heavy work and railroad use.

Trimont Mfg. Company
Roxbury (Boston) Mass, U.S.A.

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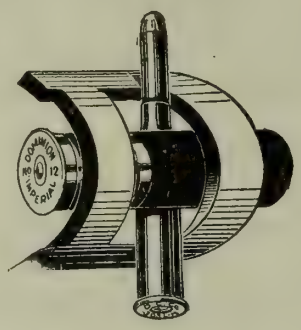
Double-Chilled Shot Mean Satisfied Customers



—and since satisfied customers are the basis of profitable business, be sure your stock consists of shot shells loaded with double-chilled shot. Then you are assured all the benefits of steady business, because your customers will appreciate the greater accuracy and dependability which you are able to guarantee them.

Dominion Shot Shells

Canuck, Imperial, Sovereign and Regal in sizes 1 to 10 are loaded with

Double-Chilled Shot

Although they cost a trifle more, their better value is well worth the difference. Shot shells loaded with double-chilled shot will prevent the possibility of dead stock and will increase your sales and profits.

Order double-chilled shot when restocking.

CANADIAN CXL INDUSTRIES

Dominion Cartridge Co., Limited

Head Office - Montreal

Halifax Toronto Sudbury Winnipeg Vancouver

"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, JUNE 26, 1920 No. 26

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GEO. D. DAVIS, *Manager.*

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I-XL

No. 2609 Sizes 5, 6, 7, 8, 9, 10, 12 and 14 inches

No. 2609
Skinning Knives
Sizes 5 and 6 inches

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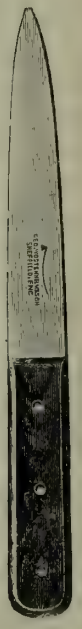
are presented to the trade with a positive guarantee back of each blade.

Every piece is hand forged from the finest double shear steel, by a selected class of most skilled cutlers who grind and temper these blades in a manner most suited to their requirements, they are then carefully inspected to insure perfection.

We therefore gain the highest point of efficiency, making not only a knife but a high-grade Butcher's tool.

I-XL on a butcher knife is a pledge of quality to your customer.

Geo. Wostenholm & Son



No. 2609
Sticking Knives
Sizes 5, 6, 7, 8 and 9 inches

GEO. WOSTENHOLM & SON

SHEFFIELD ——— ***ENGLAND***

A. MACFARLANE & COMPANY, LIMITED

MONTREAL, QUEBEC — SOLE AGENTS FOR CANADA

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, JUNE 26, 1920 No. 26

To Collect Luxury Tax With Stamps

Stamps in Varying Denominations to Be Ready by July 1—Will Be Equivalent to Government Currency so Will Have to Be Thoroughly Defaced—Hardware Dealer Has Advantage Over Jeweller in Sale of Alarm Clocks and Watches Under $10—Collections Slow—Will Enforce Licensing System—Imported Goods Only Pay 1 Per Cent. Tax.

APART from the announcement that the luxury tax is to be collected by means of revenue stamps, there has been little or no change in the taxation measures for some days. It is evident, therefore, that the amended resolutions are to be taken as an official basis for the collection of taxes, and that this basis will be more or less permanent. A complete statement of how the taxes apply to the lines sold through the hardware trade is reproduced elsewhere in this issue, and it would be advisable for the dealer to keep this list in a convenient place for reference. Any amendments forthcoming later will be mentioned in these columns.

The decision to collect the luxury taxes by means of stamps came as a result of the difficulties experienced in the collection of the taxes by means of retailers making a return with invoice for each sale. The latter method has proved cumbersome and costly. The revenue stamps to be used in future will be ready by July 1, and as they are available for purchase by merchants, the sending of duplicates of every sales receipt covering goods which are taxable, will cease. This will prove a great relief to merchants throughout the country and also the Inland Revenue Department which was taking on a large staff of clerks to check the invoices.

Denominations of Stamps

Revenue stamps will be provided in denominations of from 1 to 10 cents inclusive, 13 cents, 15 cents, and all multiples of 10 cents, up to $1. In addition there will be one, two, three, four, five and ten dollar stamps. If a person buys an article worth $200 on which the tax is 10 per cent. or $20, the procedure will be for the salesman to affix two $10 stamps to the sales slip or invoice and collect $20 from the purchaser, the stamps acting as evidence that the tax has been paid. The stamps will have to be defaced so that they cannot be used again.

Stamps used for this purpose would have a value equal to that of bank notes or Dominion bills for a similar amount, and a great deal of attention is, therefore, being given to the question of having the stamps so defaced that they cannot be "raised" or used again. The use of ink may not be considered sufficient, as traces of ink can often be removed. Some kind of punch has been considered for the purpose of perforation. The use of indelible ink or pencil has also been suggested, but whatever device is adopted will provide ample protection against the fraudulent use of the stamps.

Will Enforce Licensing System

Collections on the new taxes have been very slow all over the Dominion. In Montreal the revenue produced has been only one-fifth of what was expected. There are 26,000 business places in Montreal, but of those only 2,300 had made entries for their taxation. The licensing system will have to be enforced before the Government will be able to go after those who fail to make returns, and action then will be along the line of cancelling that dealer's license. He will then be unable to resume business until his taxes are paid and the license renewed. This license system allows the Inland Revenue Department to keep after taxes in arrears both on luxury and sales taxes.

With regard to the failure of so many to report, G. W. Taylor, Assistant Deputy Minister of Customs, states that there has been a great deal of uncertainty in the minds of merchants, they having gained the impression that there would be modifications and, therefore, delaying returns until the situation became clarified.

May Make Returns of Branches Through Head Office

Applications have been made from a large number of manufacturing and other concerns having branches throughout the Dominion to be allowed to make one return from their head office instead of from each branch. The matter is now under consideration and if finally sanctioned it would entail some delay in making returns to the department, though it would meet the accounting convenience of the firms con-

Continued on page 36

Retailers Protest Business Profits Tax

Ask Reduction of 50 Per Cent. Where Profits Are Represented by Merchandise and Not Cash —Profits Tax Discriminates and Discourages Expansion.

In expressing to the Government at Ottawa the views of its members regarding the provisions of the Drayton budget, the Retail Merchants' Association of Canada went on record as strongly opposed to the business profits war tax. If this tax was continued, it was contended, consideration should be given to the fact that business firms with small capitalization very often have to pay much larger tax than heavily capitalized concerns, because of water in the stock of the latter. It was submitted that the business profits tax was unjust because the greater portion of the profits shown by the merchants at the present time are represented in the increase of the price of stock on hand and are not actually profits made and realized. Further it was contended that no discrimination should be made between those who have no money to pay the war profits tax, although having made large profits, and those whose profits are tied up in merchandise and who often are compelled to borrow sufficient funds to pay the tax. Where profits were represented in merchandise and not in cash it was suggested that the money should be reduced by the sum of 50 per cent. and where profits were shown as cash or investments outside the retail business full taxes should prevail. The basis of capitalization should be actual money paid in and actually reserved.

With regard to the business profits tax on profits between $25,000 the following arguments were submitted:

The Business Profits Tax is Unfair in That It Discriminates:

1. It applies only to concerns employing more than a specified capital; concerns of smaller capitalization escape.
2. It applies only to certain kinds of industrial undertakings; agricultural enterprise is exempt.
3. If the manufacturer has a bad year, he must bear the loss himself; if the following year is a good one, the Government takes the excess profit, refusing to allow any portion of it to be applied to even up on the loss previously sustained.
4. Large professional incomes are not affected; the business man who takes a risk and succeeds is taxed according to his success, while the professional man who takes no risk escapes everything but the Income Tax.

The Business Profits Tax Discourages Expansion:

1. By causing foreign capital to choose other countries for investment.
2. By driving Canadian capital to seek other countries for investment.
3. By curtailing profits, which are one of the main sources out of which plant extension can be provided for.
4. By removing the only incentive which would justify the taking of further risks.

Its Renewal is Inadvisable in the National Interests:

1. Because it discourages greater production, as shown above.
2. Because it is in reality a fine on efficiency.

BRITAIN'S IMPORTS RAZORS FROM FRANCE AND HARDWARE FROM U. S.

Heavy importations of safety razors (including blades and blanks) into the United Kingdom from France were made during the month of April. These totalled 644,126 doz. valued at £40,650.

Importations of hardware (other than hollowware) into the United Kingdom from the United States during that month totalled 2,806 cwt., valued at £32,181.

UNITED KINGDOM'S TRADE WITH GERMANY

The following table indicates the extent of trade being carried on with Germany by the United Kingdom. The figures represent importations of hardware, hollowware and cutlery into the United Kingdom from Germany during the month of April, 1920. The weight of importations is shown and the value in English currency:

	Weight	Value
Hardware	1,633 cwt.	£15,488
Hollowware (cast, not enamelled)	5 tons	391
Hollowware (cast enamelled)	103 tons	8,580
Hollowware (wrought, not enamelled	3 tons	233
Hollowware (wrought enamelled)	251 tons	21,954
Hollowware (wrought galvanized)	19 tons	1,126
Hollowware (of tinned plate)	8 tons	88
Cutlery (knives other than machine knives)	22,612 doz.	9,924
Cutlery (scissors and shears, including blanks)	10,786 doz.	5,101
Cutlery (safety razors)	34,534 doz.	1,998
Cutlery (other razors including blades and blanks)	2,013 doz.	2,283
Other cutlers' wares		3,063

(Continued from page 35)

cerned and reduce the work of the Revenue Department.

The Finance Minister makes it clear again that while some taxes have been greatly reduced and others entirely wiped out since the original resolution was introduced, there is to be no refund of taxes already collected.

Hardware Dealer Has Advantage Over Jeweller

A point of interest to hardware dealers is that in the sale of clocks and watches, as commonly sold in the hardware trade, they will have a distinct advantage over the jeweller. The latter tradesman is taxed 10 per cent. on his turnover, under a provision to license jewellers, insofar as articles not specially stipulated are concerned, and on other articles sold through the jewellery trade the tax is applied in varying measure. It is, therefore, evident that the jeweller is paying a 10 per cent. turnover tax on every sale, including clocks and watches of any price. The Act, as amended, stipulates that clocks and watches as sold through the various trades are exempted up to $10, insofar as the luxury taxes are concerned. The hardwareman, therefore, escapes the luxury tax on alarm clocks, and watches selling under $10, while the jeweller must pay a 10 per cent. turnover tax on such articles.

Imported Goods Only Pay 1 Per Cent. Tax

A ruling recently given by the Inland Revenue Department is that goods imported for use in manufacture in Canada would not be subject to the double sales tax of 2 per cent., as would be the case if applied by both the importer and manufacturer, but only to the importer's sales tax of one per cent.

Perhaps Your Order is Down at the Bottom

Canadians Have Been Wondering for Some Time Just When Their Orders Were Going to Be Filled—The Railway Situation is on the Mend, But a Big Job Faces the Roads.

THOUSANDS OF TONS OF BARS WAITING FOR SHIPMENT

THE photograph here shows how bar iron and steel are being piled at some of the large mills in the steel belt of United States. The space occupied, according to the official furnishing the photo to Hardware and Metal, is not intended for storage, but is right in one of the regular finishing departments.

Speaking of the matter he remarked, "If you or anyone else can come along and tell us how to get this moved, our hat is in the ring for a try at it."

Other pictures show tubes piled, also plates and black sheets.

Canadian firms wonder when their shipments are going to get across. Some of your long-looked-for material may be in some of these piles—and dangerously near the bottom, too.

Another U. S. steel man, who was in this district a few days ago, drew attention to the way in which piling was going to throw their shipping schedule out of order. As soon as the roads were unable to keep up with the mill output, material was piled. Shipments that were ready to go out weeks ago were laid down, and others have been put on top in many cases. So it seems likely when the stuff does start to move that "the first shall be last and the last shall be first."

Were all the material now stored around the U. S. mills released it might do much to bring the steel market nearer an even break between supply and demand.

The steel trade has gone through some remarkable right-about-faces since the end of the war. First, there was the period when steel salesmen were right out after trade, in an endeavor to secure a capacity tonnage for the mills. Then followed the export demand, and the domestic trade, waking up, came into competition with it. In a few weeks, a month or so at best, the mills were all booked beyond capacity for some time in advance.

The incessant demand has been kept alive and to the front by the switchmen's strike. Everything has played into the hands of the premium operator. The increased tonnage reported as going through the mills has meant practically nothing to the consuming trade in Canada. Turning it out is one thing, but getting it across is one greater thing at present.

Who Collects the Tax and How Much?

Revised schedule of taxes as they apply to lines sold through the hardware trade. This schedule takes into account all the amendments adopted prior to the introduction of the Bill into the House of Commons. Any further changes, if any, will be of a very minor character and this schedule will, therefore, serve as a safe guide. This resolution was adopted by the House of Commons on Wednesday, June 16, and became effective from that date.

FOLLOWING TAXES TO BE CHARGED BY THE RETAILER ON TOTAL SALE PRICE.

The tax on the following articles is to be **added by the retailer to the total selling price to the consumer** at time of sale:

10 PER CENT. TAX

Cutlery, Toiletware, Cut Glass

Ivory-handled cutlery, ebony and imitation ivory toilet ware, cut glassware and etched glassware.

Sporting Goods

Sporting goods, such as tennis rackets, nets, racket covers and presses, canoe paddles and cushions, polo mallets, baseballs, protectors, footballs, helmets, harness and goals, basket ball goals and uniforms, golf bags and clubs, baseball, lacrosse, hockey and football uniforms, balls of all kinds not hereinafter specified (not including balls for children), fishing rods, reels, lines, spoons and artificial bait, billiard and pool tables, chess and checker boards and pieces, dice games and parts of games (except playing cards and children's toys, games and express wagons), and all similar articles not elsewhere specified, commonly or commercially known as sporting goods, in excess of 50 cents; baseball bats and baseballs in excess of $2; baseball masks and gloves in excess of $1.50; skates in excess of $2 per pair; toboggans and hand sleds in excess of $3 each; skis in excess of $2 per pair; footballs in excess of $3 each; lacrosse sticks in excess of $2 each; hockey sticks in excess of 75 cents each.

Plated Ware

Articles plated with gold or silver, not otherwise provided for in this resolution, adapted for household or office use.

Clocks, Watches, Jewelry

Clocks and watches in excess of $10 each; articles commonly or commercially known as jewelry, whether real or imitation, for personal use or for adornment of the person, except wedding rings, when said articles do not exceed $5 in value.

Leather Goods, Trunks, Etc.

Purses and pocket-books in excess of $2 each; shopping and hand bags in excess of $6 each; trunks in excess of $40 each; valises, travelling bags, suitcases, hat boxes and fitted travelling cases in excess of $25 each; gloves, (except fur), in excess of $3 per pair.

Robes and Rugs

Robes and rugs, the component material of chief value being fur, in excess of $50 each.

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15 PER CENT. TAX

Card Tables, Piano Lamps, Ferneries, Chinaware, Etc.

All tables made especially for cards, checkers, chess or other games; all liquor cabinets, smokers' cabinets, tea wagons, sewing cabinets, work tables, piano lamps or stands, table lamps or stands, ferneries, jardinieres, pedestals and bric-a-brac, made of rosewood, primavera, solid mahogany or ebony or lacquered or decorated; chinaware and crockery known as "Royal Crown, Derby, Wedgwood, Minton, Ainsley, Limoges, Coalport, Pekard, Copeland, and similar quality chinaware and crockery by whatever name known."

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20 PER CENT. TAX

Smoking Outfits, Hunting Garments, Knives, Toiletware.

(c) A tax of 20 per cent. on cigar and cigarette holders and pipes in excess of $2.50 each; cigar and cigarette cases, ash trays and match boxes of gold or silver; humidors and smoking-stands; hunting and shooting garments and riding habits; hunting and bowie knives; gold, silver and ivory toiletware; articles of silver not otherwise provided for in this resolution adapted for household or office use; silver or gold deposit ware; articles commonly or commercially known as jewelry, whether real or imitation, for personal use or for adornment of the person, except wedding rings, when said articles exceed $5 in value.

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50 PER CENT. TAX

Other Articles of Gold

Articles of gold not otherwise provided for in this resolution adapted for household or office use.

FOLLOWING TAXES TO BE CHARGED BY RETAILER ONLY ON AMOUNT IN EXCESS OF PRICE SPECIFIED

The tax on the following articles is to be **charged by the retailer on that portion of the amount paid by the consumer which is in excess of the price specified.**

15 PER CENT. TAX

Sweaters, Boots, Coats.

Boots, shoes and slippers of any material (not including top boots not less than ten inches in height such as are used in lumbering, mining and fishing industries, or the river-driving boots) in excess of $9 per pair; men's and boys' coats when sold separately from suits (not including leather coats lined with sheepskin) when sold in excess of $25 each; knitted sweaters and sweater coats in excess of $15 each.

EXCISE TAXES TO BE PAID BY MANUFACTURER

The following excise taxes **are payable on the duty paid value** in addition to present duties, **by the manufacturer at time of sale** or when imported or when taken out of Customs or excise bond, but not when exported.

5 PER CENT. TAX

Pianos, Organs, Under Exemption Price

Pianos not exceeding $450 each, and organs not exceeding $150 each (other than pianos and organs for religious and educational purposes.)

10 PER CENT. TAX

Boats, Cameras

Boats, yachts, canoes and motor boats (provided that on satisfactory proof being furnished that these articles will be used for trading or commercial purposes, the said tax shall not be collected); cameras weighing not more than 100 pounds.

Firearms, Cartridges, Pianos and Organs (Over Exempted Price); Other Musical Instruments and Chandeliers

Firearms, shells or cartridges for use other than for militia purposes; pianos exceeding $450 each, and organs, exceeding $150 each (other than pianos and organs for religious or educational purposes); mechanical player pianos, graphophones, phonographs, talking machines, music boxes and records used in connection therewith, or with any musical instrument; musical instruments (other than band instruments) not elsewhere specified; chandeliers, except for church, in excess of $12 each; gas or electric light wall brackets, in excess of $3 each; gas and electric light fixtures not elsewhere specified in excess of $3 each.

15 PER CENT. TAX

Automobiles

Automobiles adapted or adaptable for passenger use retailing for not more than $3,000 each, and a tax of 20 per cent. on such automobiles when retailing for more than $3,000 each.

Playing Cards

A tax on playing cards for every 54 cards or fraction of 54 in each package; when selling at $24 or less per gross package, 15 cents per package; when selling in excess of $24 per gross packages but not in excess of $36 per gross packages, 25 cents per pack; when selling in excess of $36 per gross packages, 50 cents per pack.

License Fee

Every person selling or dealing in the articles upon which taxes are imposed as prescribed by the foregoing resolutions may be required by the Minister to take out an annual license therefor, for which license a fee not exceeding $2 shall be paid.

The Turnover Tax

In addition to the present duty of excise and customs a tax of one per cent. shall be imposed, levied and collected on sales and deliveries by manufacturers, wholesalers or jobbers, and on the duty paid value of importations; that in respect of sales by manufacturers to retailers or consumers, or on importations by retailers or consumers, the tax payable shall be two per cent.; that the purchaser shall be furnished with a written invoice of any sale, which invoice shall state separately the amount of such tax to at least the extent of one per cent.; that such tax must not be included in the manufacturers' or wholesalers' costs on which profit is calculated; and the tax shall be paid by the purchaser to the wholesaler or manufacturer at the time of such sale, and by the wholesaler or manufacturer to his Majesty in accordance with such regulations as may be prescribed, and such wholesaler or manufacturer shall be liable to a penalty not exceeding $500 if such payments are not made, and in addition shall be liable to a penalty equal to double the amount of the excise duties unpaid.

License Fee on Manufacturers and Wholesalers

The Minister may require every manufacturer and wholesaler to take out an annual license for the purposes aforesaid, and may prescribe a fee therefor not exceeding $5, and the penalty for neglect or refusal shall be a sum not exceeding $1,000.

Exemptions

The tax on sales shall not apply to cattle foods, materials for use in the construction of ships, anthracite and bituminous coal and coal dust, lignite briquettes made from anthracite or bituminous coal, coke, charcoal, peat, wood for fuel, electricity, gas manufactured from coal, oil for heating or illuminating purposes, fibre for use in manufacturing binder twine, settlers' effects.

Stamp Tax on Notes, Bank Advances, Etc.

A stamp tax of two cents is imposed, levied and collected on promissory notes and bills of exchange, and advances made by a bank by way of overdraft of the value of $100 or less, and a tax of two cents additional is imposed on every $100, or fractional part thereof, in excess of $100. A bank overdraft will not be deemed outstanding until the fourth day on which the account was overdrawn.

INCOME TAXATION

Taxes and surtaxes including tax upon corporations and joint stock companies is increased 5% per annum on incomes of $5,000 and upwards, to apply on all taxes leviable for any income received during 1919 or any accounting period ending in 1919.

BUSINESS PROFITS TAX

Exemption under this tax is raised from 7% to 10%. On profits between 10% and 15% tax is 20% of profits; on profits between 15% and 20% tax is 30% of profits; on profits between 20% and 30% tax is 50% of profits; on profits over 30% tax is 60% of profits.

Incorporated business with capital between $25,000 and $50,000 pays tax of 20% of amount by which profits earned during accounting period ending in 1920 exceed 10%.

WIPE OUT WAR TAX

The 7½% war tax on imported goods is wiped out on all remaining lines.

IMPORTANT RULINGS

Wholesaler Can Make Adjustment:—The wholesaler is empowered to make adjustments of the tax where goods are returned by the dealer or where a clerical error is made in invoices necessitating an adjustment of the tax paid.

Repairs:—Repairs made for consumers or users are not taxable except in the case of repairs to garments.

Contracts for Future Delivery:—The ruling is that the tax should be collected in the case of goods contracted for at certain prices, and a later ruling will be given as to the legality of the collection.

Retailers Selling Wholesale:—Where a retailer sells merchandise as a wholesaler such as sales in large quantities to hospitals, hotels, steamships, restaurants, institution, etc., he is responsible for the 1% sales tax on all such transactions.

Where and When Stores Are Closing

A List of Early Closings in Towns and Cities Throughout Canada Prepared from Information Supplied by Merchants—The Growing Popularity of the Weekly Half-holiday is Demonstrated.

THE following information concerning the observance of half-holidays in towns and cities throughout Canada has been prepared by Hardware and Metal for the information of travellers and any others having dealings with the trade:

BRITISH COLUMBIA

CHILLIWACK—Stores close Wednesdays at noon throughout the year except in a week wherein another holiday occurs; also close every evening at 6 o'clock except Saturdays.

CRANBROOK—Stores close Wednesdays at noon all the year round. Also close every night at 6 o'clock except Saturday.

FERNIE—Stores close Wednesdays at noon all the year round.

KAMLOOPS—Stores close Wednesdays at 1 o'clock all the year round except in a week where another holiday occurs. Also close at 5 o'clock every night except Saturdays.

MERRITT—Stores close Wednesdays

NANAIMO—Stores close Wednesdays at noon throughout the year.
at noon all the year round. Also close at 6 o'clock every night except Saturday.

NELSON—Stores close Wednesdays at noon throughout the year.

NEW WESTMINSTER—Stores close Wednesdays at 1 o'clock throughout the year. Also close every night at 6 o'clock except Saturdays. Daylight-saving time in force from May 26 to September 18.

PENTICTON—Stores close Thursdays at 12 o'clock throughout the year; also every evening at 6 o'clock except Saturdays.

PRINCE GEORGE—Stores close Wednesdays at one o'clock throughout the year; also close at 6 o'clock every evening with the exception of Saturday.

REVELSTOKE—Stores close Wednesdays at 1 o'clock throughout the year. Also every evening at 6 o'clock except Saturdays.

ROSSLAND—Stores close Wednesdays at noon throughout the year; also evenings at 6 o'clock except Saturdays.

VANCOUVER—Stores close Wednesdays at 1 o'clock throughout the year. Also every evening at 6 o'clock except Saturday. Daylight-saving time in force from May 23 to September 30.

VERNON—Stores close Thursdays at 12.30 o'clock throughout the year except the week wherein another holiday occurs. Also close every night at 6 o'clock except Saturdays. Daylight-saving time under consideration.

ALBERTA

CALGARY—Stores close Wednesdays at 1 o'clock throughout the year.

EDMONTON—Stores close Wednesday at noon throughout the year. Also close at 6 o'clock every evening.

SASKATCHEWAN

BORDEN—No half-holiday. Stores close every night at 6 o'clock except Saturdays.

HUMBOLT—Stores close Wednesdays during June, July and August.

KERROBERT—Stores close Wednesdays at noon during June, July and August. Also close every evening at 6 o'clock except Saturdays.

MOOSE JAW—Stores close Wednesdays at noon the year round. Also close at 6 o'clock every evening.

MAPLE CREEK—Stores close Wednesdays at 1 o'clock during June, July and August.

NORTH BATTLEFORD—Stores close Wednesdays at noon from May to August inclusive.

PRINCE ALBERT—Stores close Wednesdays at 1 o'clock from June 15 to September 15. Also close at 6 o'clock every evening except Saturdays.

REGINA—Stores close Wednesdays at noon during June, July and August. Also close evenings at 6 o'clock. Daylight saving time in force.

SWIFT CURRENT—Stores close Wednesdays at one o'clock duringg June, July and August; also close at 5.30 o'clock evenings except Saturdays.

UNITY—Stores close Wednesdays at noon from May 15 to August 15. Also every evening at 6 o'clock except Saturdays.

WEYBURN—Stores close Thursdays at 12.30 o'clock from May to August inclusive.

MANITOBA

BRANDON—Stores close Thursdays at 12.30 o'clock from May to September inclusive.

FRANKLIN—Stores close Wednesdays at 1 o'clock from May to August inclusive. Also close every evening at 6 o'clock except Saturdays.

POINT DU BOIS—Stores close Wednesdays at noon throughout the year.

PORTAGE LA PRAIRIE—Stores close Wednesdays at 12 o'clock from May 15 to August 15. Also close every night at 6 o'clock except Saturdays.

SOURIS—Stores close Thursdays at noon during June, July and August.

ONTARIO

AUBURN—Closes Wednesday afternoon at noon during June to September inclusive, also Wednesday and Friday evenings at 6.30 p.m.

BARRIE—Closes Wednesday afternoon at 12 o'clock during June to September inclusive. Also evenings at 6 o'clock except Saturday.

BELLEVILLE—Stores close Wednesday at noon during May, June, July and August. Also every night at 6.30. Daylight-saving.

BOBCAYGEON—The stores close on Wednesday afternoons during June, July anad August, and on Mondays, Wednesdays and Fridays at 7 p.m.

BOWMANVILLE—Stores close Wednesday at noon every month with the exception of December. Also every night at 6.30.

BRACEBRIDGE—Stores close Thursday at noon during June, July and August. Also every night at 6 o'clock except Saturday.

BROCKVILLE—Closes Wednesday at 12.30 during June to August inclusive. Also every night except Saturday at 7.30. Daylight-saving time from June 1 to August 31.

BURLINGTON—Stores close Wednesdays at 12 o'clock during June, July and August. Also every evening at 6.30 o'clock.

CALEDONIA—Stores close Thursday at noon during June, July, August and September. Also every night at 7 o'clock except Saturday.

CARDINAL—No half-holiday. Stores close at 7 o'clock on Tuesday, Wednesday and Friday. Daylight-saving time in force.

CHATHAM—Stores close Thursday at noon during May to September inclusive. Also every night except Saturday at 6.15 o'clock.

CLINTON—Stores close Wednesday at noon from May to September except weeks wherein another holiday occurs. Also every night at 6 o'clock except Saturday and night before holidays.

COBALT—Stores close Wednesday at 12 o'clock from May to August inclusive. Also every night at 7 o'clock except Saturday.

COBOURG—Closes Wednesday afternoon at 1 p.m. from May 17 to September 6. Also evenings at 6 o'clock. Daylight-saving time.

COLBORNE.—Stores close Wednesdays at noon during May to September inclusive.

CORNWALL—No half-holiday.

COLLINGWOOD—Stores close Wednesday at noon during June, July and August. Also every night at 6.30 o'clock.

DESERONTO—Stores close Wednesdays from June until September inclusive. Also close evenings at 6 o'clock.

DRESDEN—Stores close Wednesdays at noon during June, July and August.

DUBLIN—No half-holiday.

DUNDAS—Closes Wednesday at 12.30 every month except December. Also Monday, Tuesday and Thursday evenings at 6. Friday and Saturday at 10 p.m.

DUNNVILLE—Closes Wednesday at 12.30 from April 1 to end of September. Also every evening the year round.

ELMIRA—Closes every Wednesday at 12.30 from May 1 to September 15. Also every evening at 6.15 except Saturday.

ELORA—Closes Wednesday at 12 o'clock from May 1 to October 1. Also every night at 6 o'clock except Saturday.

ERIN—Closes Wednesday at noon from June to August inclusive. Open Tuesday, Thursday, and Saturday evenings. Close other evenings at 7 o'clock.

EXETER—Closes Wednesday at 12.30 from June to August inclusive. Also every night at 6 o'clock except Saturday.

FERGUS—Closes Wednesday at 12 o'clock from May 1 to October 1. Also at 6 o'clock every night.

FOREST—Closes Wednesday at 12 o'clock from May to September inclusive. Also every night at 6 o'clock except Saturday.

FORT FRANCES—The stores close Wednesdays at noon during June, July and August, and at 6 o'clock other days.

FORT WILLIAM—The stores close Wednesday afternoons, and at 6 o'clock other days except Saturdays.

GALT—Stores close Wednesday at 12.30 all the year round except December. Daylight-saving time in force from May 23 to September 15.

GANANOQUE—Stores close Wednesdays at 12 o'clock from June 16 to September 3. Also stores close at 6 o'clock each night except Saturday. Daylight-saving in force from May 31 to September.

GUELPH.—Stores close every Wednesday at 12.30 all the year except December, also at 6.30 o'clock every night except Saturday. Daylight-saving time.

GODERICH—Stores close Wednesday at 12.30 o'clock from May to September inclusive. Also every night at 7 o'clock except Saturday.

GLENCOE—Stores close Wednesday at 12 o'clock from May to August inclusive.

HAMILTON—Stores close Wednesday at 1 o'clock from May to August inclusive.

HAVELOCK—Closes Wednesday at 12 o'clock from June 1 to August inclusive. Also every night at 6 except Tuesday and Saturday.

IROQUOIS FALLS—Stores close Wednesdays during June, July and August.

JARVIS—Closes Thursday at 12 o'clock from June to September inclusive. Also every night at 6 o'clock except Wednesday and Saturday.

KENORA—Stores close Wednesdays at 1 o'clock from May to September inclusive.

KEEWATIN—Stores close every Thursday at 1 o'clock the year round.

KINCARDINE—Closes Thursday at 1 o'clock from May to September inclusive.

KINGSTON—Closes Wednesday. Also every night at 5 o'clock. Daylight-saving time.

KITCHENER—Closes Wednesday at 1 o'clock from May to August inclusive. Also every night at 6.30 except Saturday. Daylight-saving time.

LA SALETTE—Closes Thursday at 1 o'clock but opens from 3.30 to 4.30 for distributing mail from June to September inclusive.

LEAMINGTON—Stores close Fridays at 12 o'clock from April to October inclusive. Also close Monday, Wednesday and Friday nights at 6 o'clock the year round.

LINDSAY—Store close Wednesdays at 12.30 o'clock during July and August.

LISTOWEL—Stores close Wednesday at 1 o'clock from May to September inclusive. Also every night at 7 o'clock except Saturday.

LONDON—Closes Wednesday at 1 o'clock from May to September inclusive.

LUCKNOW—Closes Thursday at 1 o'clock from June to August inclusive. Also every night at 7 o'clock except Wednesday and Saturday.

MILTON—Closes Wednesday at 12.30 o'clock from June to September inclusive.

MOUNT FOREST—Stores close Thursdays at 12.30 o'clock from June to September inclusive.

NEWCASTLE—Closes Wednesday 12 o'clock from May to October inclusive.

NEW LISKEARD—Stores close Wednesdays at noon from June to August inclusive. Also close every night except Saturday at 6 o'clock.

NORTH BAY—Stores close Wednesday at 1 o'clock from May to October inclusive. Also close every night at 7 o'clock except Saturday.

NORWICH—Stores close Wednesdays at 12 o'clock except weeks wherein another holiday occurs, during May, June, July, August and September. Also close at 6 o'clock every night except Saturdays.

OAKVILLE—Closes Wednesday at 1 o'clock from April to October inclusive.

OIL SPRINGS—The stores close every Thursday afternoon during June, July, August and September, and at 6 p.m on Wednesdays and Saturdays.

ORILLIA—Closes Wednesday at 12 o'clock from May 5 to September 29. Also every night at 5 o'clock except Saturday.

OSHAWA—Closes Wednesday at 1 o'clock all the year round with the exception of December. Also every evening at 6 except Saturday.

OWEN SOUND—Stores close Wednesdays at 12 o'clock from May to September.

PARIS—Stores close Wednesdays at 12.30 o'clock all the year round except the month of December. Also close each night at 6 o'clock except Friday and Saturday.

PARRY HARBOR—Closes Wednesday at 12 o'clock from June 16 to September 15. Also every night at 6 o'clock except Saturday.

PEMBROKE—Closes Wednesday at 12.30 o'clock from June to August inclusive. Also at 6 o'clock every night except Saturday.

PETERBORO—The stores close on Thursday afternoons during June, July, August and September, and at 6 o'clock other days except Saturdays.

PICKERING—Stores close Thursdays at noon during June and July.

PICTON—Closes Thursday at noon from July to September inclusive.

PORT ARTHUR—Stores close. Wednesdays at noon from June to September inclusive. Also close every night at 6 o'clock except Saturday. Daylight-saving time in force.

PORT CREDIT—Closes Wednesday at 1 o'clock all the year round. Daylight-saving.

PORT DALHOUSIE—No half-holiday. Daylight-saving time.

PORT DOVER—No half holiday. Stores close every night at 6 o'clock except Saturdays.

PORT ELGIN—Closes Thursday at 12.30 o'clock from May to September inclusive.

PORT HOPE—Stores close Wednesdays at 12 o'clock from May to September inclusive. Also close at 6 o'clock each night.

PRESTON—The stores close Wednesday afternoons the year round except two weeks before Christmas, and at 6.30, except Friday night, when the stores close at 9, and on Saturday when they close at 10 o'clock.

RENFREW—Stores close Wednesdays at noon during June, July and August. Also close every night at 6

RICHMOND HILL—Stores close Wednesdays at 1 o'clock from May to September inclusive.

Continued in page 43

EDITORIAL COMMENT

BANKRUPTCY ACT NOW COMING INTO EFFECT

THE Bankruptcy Act as passed at the 1919 Spring session of the Dominion Government comes into effect on July 1. Merchants are warned that after that date they will be held responsible for a complete record of their business through the medium of a recognized accounting system. This act was passed after many years of fighting by those who considered that abuses had grown alarmingly under the old conditions, and the bill is declared to be one of the most advanced pieces of insolvency legislation to be found anywhere on the continent.

While the Act requires a little more careful attention to records than has been practised by some dealers, the benefits from such legislation accrue to all in equal proportion and it must therefore be looked upon as a progressive measure. Important points in the new Act are those providing for the appointing of assignees by Provincial Governments, the necessity of all merchants keeping books in order to show their true condition of affairs in the event of insolvency and to thereby facilitate a declaration of insolvency.

MAY TAKE STEPS TO BRING MAXIMUM TAX RETURN

RETURNS to the Government under the new system of taxation have been disappointing to date and no attempt is made to disguise the fact. On the other hand the Assistant Deputy Minister of Customs comes out boldly with the figures showing the number of returns made from merchants in the city of Montreal as compared with the number in business in that city. He goes further and makes the statement that the licensing system which was authorized as part of the original resolution will be enforced to bring in the required returns. Under this system a dealer's license can be cancelled and he can be prevented from doing business until again authorized. Such action would be rather arbitrary but it is evident the Government has means at its disposal for enforcing the law. The substitution of the plan for collecting the revenue by means of luxury stamps may render such action unnecessary. Inspectors could then check up dealers in similar fashion as is now being done in regard to the stamp taxes on certain lines. A number of other interesting and important phases of the matter are outlined elsewhere in this issue.

DEVELOPMENT OF RESOURCES TO 25% OF VALUE WOULD PAY CANADA'S OBLIGATION

CANADA'S great need for production to overcome the great burden of debt which must be paid, was emphasized by W. A. Buchanan, M.P., in a recent address before the House of Commons. "We can produce in the factories, on the land, and in the mines of this country," said Mr. Buchanan. "We have great natural resources that only need to be developed in order to enrich this country; and if we could only develop those resources to the extent of one-fourth of their value at the present time we would have no trouble in meeting our obligations as a nation. There is no cause for any person in this country to be discouraged about the future of Canada. All we need to do is to move around this Dominion to realize the great resources we possess; and we cannot help but become prouder of our country and cannot help but glory in the fact that, in Canada, we have as great wealth and as great opportunities as are to be found in any land in the world to-day. What is requisite is to encourage the development of those resources, and, given an opportunity to the people to take advantage of the wealth that is in the country, there will be no need for the Government to worry about the future of Canada and no need for the honest, capable and ambitious citizen of Canada to worry about it either."

Retailers Must Keep Books After July 1

Bankruptcy Act Now Coming Into Force—Assignees to Be Appointed by Provincial Governments—Benefits Open to All—Most Advanced Insolvency Legislation.

MERCHANTS are warned of the putting into effect on July 1 of the Bankruptcy Act, details of which have appeared in these columns. An order-in-Council was passed early in the year setting July 1, 1920, as the date on which the Act as passed at the 1919 spring session, is to go into force. This Act was passed after many years of fighting by those who considered that abuses had grown alarmingly under the old conditions. The bill was not allowed to go into effect at once as it was desired to give the business community a year or more to adjust itself to the new situation.

There are several important features in the new Bankruptcy Act, which has been declared by merchants and others to be the most advanced piece of insolvency legislation on the continent.

It provides that all assignees must be appointed by the various Provincial Governments, and that they must be capable men who will be bonded for the work they are to perform.

Open to Private Citizens

Another provision is that the benefits of the Act are open to men in business, or private citizens, if the latter so desire to make an assignment. They may be declared insolvent if it is found that the circumstances warrant such action. When a merchant has filed a statement showing his financial condition, his creditors can take action to have him declared insolvent if his statement justifies this being done.

All Must Keep Books

Another important feature of the new Act is that all persons carrying on business must keep books showing the record of all their transactions. This becomes compulsory from the date of the Act coming into effect, namely July 1.

As it passed the House the measure had the support of business and professional men of all classes, and its provisions are claimed to be equally fair to those in all lines of trade as well as farmers and private citizens.

WHERE AND WHEN STORES ARE CLOSING

Continued from page 41

RIDGETOWN—Closes Wednesday at 12 o'clock from April 15 to August 15. o'clock except Saturday.

SARNIA—Stores close Wednesdays at 1 o'clock from May to September inclusive. Also every night except Saturdays at 7 o'clock.

SAULT STE. MARIE—Stores close Wednesdays at 12 o'clock throughout the year; also each evening at 6.30 o'clock with the exception of Saturdays.

SHELBURNE — Closes Thursday at 12.30 o'clock from May to September inclusive. Also every evening at 6 o'clock except Saturday.

SIMCOE—Stores close Thursdays at 12 o'clock from June to September inclusive. Also nights at 7 o'clock except Wednesdays and Saturdays.

SMITHS FALLS—The stores close every Wednesday afternoon during June, July and August.

Southampton.—Hardware stores close every Thursday afternoon during June, July and August.

ST. CATHARINES—Closes Wednesday at 12 o'clock all the year round. Also 6 o'clock every night. Daylight-saving time.

ST. MARYS—Closes Wednesday at 12.30 from June to September inclusive.

STIRLING—Stores close Wednesday at 12.30 o'clock during June, July and August.

STOUFFVILLE— Stores close Fridays at 12.30 o'clock, from May to September inclusive.

STRATFORD—Stores close Wednesdays at 12.30 o'clock from May 1 to September 30. Also close every night at 6 o'clock except Saturdays.

STRATHROY—Stores close Wednesdays at noon from May to August inclusive. Also nights at 6.30 o'clock except Saturdays.

STREETSVILLE—Closes Wednesday at 12.30 o'clock from May to October inclusive.

SUDBURY—Stores close Thursdays at 12.30 o'clock from May to August inclusive. Also close nights at 6 o'clock except Saturdays. Daylight-saving time in force.

SUTTON—Closes Wednesday at 12 o'clock from May to October inclusive.

TEESWATER—Stores close Mondays at noon, from May until October.

THOROLD—Stores close Wednesdays at 12 o'clock throughout the year, except in weeks wherein another holiday occurs. Daylight saving time in force.

TILLSONBURG—Stores close Wednesdays at 12 o'clock from May to September inclusive.

Continued on page 50

THEDFORD—The stores close every Wednesday afternoon from May until September and every day except Saturday at 7 p.m.

TIMMINS—The stores close on Wednesday afternoons from the first of June until the end of September, and at 6 p.m. other days except Saturdays.

WALLACEBURG—Stores close Thursdays at 12 o'clock from April to November inclusive.

WATFORD—Closes Wednesday at 12 o'clock from May to September inclusive. Also every evening at 6 o'clock except Saturday.

WELLAND—Stores close Wednesdays at 1 o'clock during June, July and August. Daylight-saving time in force.

WINGHAM—Closes Wednesday at 12 o'clock from May to September inclusive.

WOODSTOCK—Closes Wednesday at 12.30 o'clock from May to August inclusive. Also 5.30 every evening except Saturday.

QUEBEC

GASPE—No half-holiday. Stores close Thursdays at 5 o'clock.

MONTREAL—No half-holiday. Stores close every evening at 6 o'clock, including Saturdays. Daylight-saving time in force.

QUEBEC—No half-holiday. Stores close at 6 o'clock every evening. Daylight-saving time in force.

THREE RIVERS — No half-holiday. Stores close at 6 o'clock Tuesdays and Thursdays. Daylight-saving time in force.

WOODSTOCK—No half-holiday. Stores close at 6 o'clock Mondays, Wednesdays and Fridays.

NEW BRUNSWICK

CHATHAM—No half-holiday. Stores close at 6 o'clock every night except Saturdays.

MONCTON—No half-holiday. Stores close at 6 o'clock.

ST. JOHN—Stores close Thursdays at one o'clock from June to September, inclusive. Daylight-saving time in force.

SUSSEX—No half-holiday. Stores close at 6 o'clock except Saturdays.

NOVA SCOTIA

DARTMOUTH—Stores close Wednesdays at one o'clock the year round except December. Also close every night at 6 o'clock except Friday and Saturday. Daylight-saving time in force.

DOMINION— Stores close Wednesdays at one o'clock from June to September inclusive. Also close evenings at 6 o'clock except Mondays and Saturdays.

GLACE BAY—Stores close Wednesdays at 12 o'clock all the year round.

HALIFAX—Stores close Wednesdays at noon from May to September inclusive. Also close every night at 6.30 except Fridays and Saturdays. Daylight-saving time in force.

KENTVILLE—Stores close Wednesdays at 12.30 o'clock from May to August inclusive. Also close nights at 6 o'clock except Tuesdays and Saturdays.

KENSINGTON—Stores close Wednesdays at 1 o'clock from June to September inclusive. Also close every night at 6 o'clock.

NEW GLASGOW—Stores close Wednesdays at noon from May to October inclusive.

NEW WATERFORD—Stores close Wednesdays at 1 o'clock from June to September inclusive.

Continued on page 68

EVENTS IN THE TRADE

Business Changes

Oakville, Ont.—J. H. Lee has sold his hardware business to Geo. A. Weeks.

Barrie, Ont.—J. McCandless is closing out his business and selling everything in connection with the trade

Mansonville, Que.—Sisco & Perkins, hardware and plumbers, have dissolved partnership.

H. J. Fuller Elected Director of Gillette Safety Razor Co.

Montreal.—Henry J. Fuller, president of the Canadian Fairbanks-Morse Co., Ltd., was elected a director of the Gillette Safety Razor Co., of Canada at a meeting of the board.

Fire Losses

Kelowna, B. C.—The hardware store and stock owned by D. Leckie suffered considerable damage by a recent fire. The loss was largely covered by insurance.

Sudbury Veterans Take Over Hardware Store

Sudbury.—J. Russell Horne and Robert Horne, Jr., have taken over the hardware business established by their father over twenty years ago and will open for business shortly. On the death of their father the late Robert Horne, the business passed into the hands of the Rothschild Company. Both young men are returned soldiers.

Cement Co. to Beachville

Brantford.—The Ontario Cement Company directors have issued instructions for the dismantling of the Blue Lake Cement plant and its removal to Beachville at once. Additional land has been purchased at Beachville and sidings are being laid. Construction work will start as soon as the sidings are completed.

Film Story of Rope Making

Plymouth Cordage Company have recently released a motion picture film of the cordage industry, telling the story of the manufacture of rope and binder twine in an entertaining and instructive manner. The film is for use at house meetings, sales conventions, etc., as a direct means of educating the selling organization representing the company's products. It can also be used by the dealer representing this line in any local community providing he makes arrangements with schools or theatres for the purpose.

Practical information along industrial lines is being eagerly sought after and the Plymouth Cordage Company have had this film taken for the purpose of providing information of an educational nature through this medium.

Celebrates Fiftieth Anniversary in Hardware Trade

To have watched the steady march and progress of events in the hardware trade for half a century is the experience of very few men in the business. Thos. M. Meredith, founder of Thos. Meredith & Company, 156 King Street East, Toronto, is one who has been fortunate in this respect, and on the 2nd of July of this year he will celebrate his fiftieth anniversary in the hardware trade.

His first association with this line of business commenced as a boy of 15 years of age, when on July 2nd, 1870, he entered the hardware business of John Mead, located on the same site as his own business is to-day. After five years this firm was succeeded by Ross & Allen. For eight years Mr. Meredith was engaged by this partnership and in 1883 when they retired from business he succeeded them under the present name of his firm. The store now occupied by Thos. Meredith & Company is the only one which Mr. Meredith has known throughout the fifty years of his experience in the hardware business.

Steel Production at Higher Rate Than Indicated

"Steel production keeps up at a higher rate than the very moderate betterment in car movement would indicate. No signs appear that any marked change is impending in the relation of output and consumption," says The Iron Age.

"It is to be expected that the gorge of finished material at various mills will be broken as the railroads keep working on it, but for many weeks coal and coke supply will be the key to the whole iron and steel situation. In the past week hot weather and the breaking in of so many new railroad workers have shown that a trying summer is ahead.

"The May output of steel ingots, partly estimated, was about 3,430,000 tons, a gain of 10 per cent. from April, and the industry was surprised that the total for the past five months was at a yearly rate of 41,400,000 tons, pointing to the possibility that 1920 may yet be one of the three great years in steel.

"Consumers who are wrestling with the most difficult situation in all their experience are still puzzled by the large production figures and the smallness of the visible supply of finished steel of nearly all descriptions."

Old Material Men Organize

The Waste Material Dealers of Montreal met last week at the Windsor Hotel and consummated the organization of an association for their trade to be known as The Canadian Waste Trade Association. The object of the Association will be to take care of trade interests peculiar to this trade, and it is planned to include in its membership firms who deal in waste materials in Montreal.

Those represented at the first meeting were:—The North Eastern Iron & Salvage Company, Frankel Brothers, National Scrap Iron & Metal Company, Lewis Pickard, Consumers' Metal Company of Lachine, Northern Iron & Equipment Company, Laxer, Deitcher & Company, L. S. Tarshis & Sons.

Officers were elected as follows:—President, J. J. Sophus (director and treasurer, Consumers' Metal Company); hon.-treasurer, H. Frankel (Frankel Bros.); hon.-secretary, Louis Fauteux.

Joins Staff of A. MacFarlane & Co.

Montreal.—Gordon L. Hale, for some years connected with the staffs of Starke-Seybold, Ltd., and Frothingham & Workman, Ltd., has joined the staff of A. MacFarlane & Co., Canadian representatives of a number of British and United States and Canadian manufacturing houses. Mr. Hale has already entered upon his new duties.

Good Building Programme in Northwest

Building construction work in the Prairie Provinces and British Columbia will involve an expenditure of approximately $85,000,000 for 1920. Present plans call for the erection of 2,300 houses, 400 schools and 60 warehouses. Upward of $60,000,000 worth of new construction has already been entered upon west of the Lakes, and much depends on the changing crop situation during the coming months in determining the amount of additional work that will be started. A shortage of building materials is reported in some sections, for which railway congestion is responsible to a certain extent. There is a shortage of labor for building work in most centres. Public works are being undertaken to a limited extent by the cities, and the Federal Government is doing but a small amount of building.

NEWS OF WESTERN CANADA

Turpentine and Resin to Be Leading Industry in British Columbia

Industrial Chemist Says British Columbia is Greatest Potential Source of Turpentine and Resin Chemicals in Whole World—Enough Wood Products Going to Waste to Equal Value of Province's Return from Mines and Fisheries

VANCOUVER, B. C.—That the turpentine and resin by-products industry in the Province of British Columbia will be the greatest industry of the Province, is the assertion made by E. S. Oliver, an industrial chemist and specialist on wood products who for the past 18 years has made a study of ways to get the maximum extraction of turpentine, resin, pitches, tars and other chemical by-products of tree resin, without injury to growing trees.

"Every year there are enough wood products going to waste in British Columbia to equal in value the whole of the returns from the mines and fisheries of the Province," says Mr. Oliver.

During the past 18 years Mr. Oliver, who came to this Province originally as industrial adviser to Earl Grey, has been all over America and Europe pursuing his investigations. He has been to the forests of Russia, Sweden, France, Germany and the Mediterranean countries, worked as a forest laborer in the Bavarian state forests and in France. On this continent he has worked and studied all the way from British Columbia, through the forests of the southern states, and thence down through Mexico and through Central America to Colombia.

After all this travel and research, Mr. Oliver admits that he learned more from book and laboratory research in the city of London, and that the Province of British Columbia is the greatest potential source of turpentine and resin chemicals in the whole world.

Early in the last legislative session Mr. Oliver and his business associates were instrumental in securing an amendment to the Forest Act, whereby the Provincial Government can lease "resin leases" and collect a royalty of three-quarters of a cent a gallon on all resin collected therein, in addition to the rentals and fees to be paid to the Forest Fire Protection fund. The amendment was only allowed after demonstrations and reports from forestry officials to the effect that the tapping of the tree resin does no injury to the growing tree.

In addition to a large number of resin leases which Mr. Oliver's company has secured from the Government, a greater area has been leased on a royalty and labor basis from settlers up the coast, who see in the collecting business the hope of treating rocky tree grown pre-emptions as if they were orchards bearing a profitable crop all the year round. In fact, Mr. Oliver asserts that a rocky area growing Douglas fir for resin purposes is just as valuable as orchard property.

Numbers of pre-emptors up the coast are now engaged at work at $5 a day and with the promise of a royalty of $1 a barrel in addition on all the tree resin they can collect, after being instructed in the special method employed by Mr. Oliver and supplied with the patented tap channels and air-tight vacuum flasks which are a feature of the process.

Western Notes

Vancouver.—J. C. Pendray, president of the Vancouver Island and Development Co., and president of the Victoria Board of Trade, also president of the British-America Paint Co., recently made a tour of inspection of the B.-A. P. Co. branches at Calgary, Edmonton and Regina.

Tisdale, Sask.—McGraten & Chalmers have purchased the hardware store of Charles Pieterson, of Tisdale, Sask. Mr. McGraten was formerly on the sales force of Marshall-Wells Co., and Mr. Chalmers was formerly of Chalmers Bros., Manitou, Man.

Bulwark, Alta.—Geo. M. Dunnan is discontinuing the hardware business.

Westlock, Alta.—Skinner and Pierce have purchased the hardware business of Allen Hardware Co.

Pelly, Sask.—W. R. Spencer is starting a hardware store here.

Oak Lake, Man.—D. A. McMillan has greatly improved his hardware store by installing electric lights.

New Business

Vancouver.—A new hardware store has been opened on Main Street, Mt. Pleasant, Vancouver, under the name of Mt. Pleasant Hardware Co. The manager is G. R. Baird, who for many years conducted a hardware business on Granville Street. A general hardware line is carried.

FRIENDLY SPIRIT BROUGHT WESTERN DEALER GOOD-SIZED HARDWARE ORDER

That it pays to have and cultivate friends and to do a good turn for strangers whenever the opportunity offers, has been proven by L. K. Kirkpatrick, owner of the Bawlf Hardware Co., Bawlf, Alta., by the success he has had as result, in securing a contract for hardware and material to be used in the building of a new $60,000 grain elevator in Bawlf.

Mr. Kirkpatrick admits this is somewhat contrary to the usual saying that there is no place for friends in business, but he believes in having them and trying to do a good turn for everyone with whom he comes in contact.

To return to our story. About two years ago a stranger came into his store early in the morning and asked if he could leave his bag until the train came along. Mr. Kirkpatrick's attitude was such that the two soon became staunch friends and the visitor made a call each time he was in town. It developed that the stranger was the Inspector of elevators for a large firm, and through the cultivation of his friendship Mr. Kirkpatrick later secured a good-sized order when the local elevator was being rebuilt after being destroyed by fire. Mr. Kirkpatrick credits this business to having done a good turn for a friend and he passes the word along to others in the trade.

Newsy Notes From Here and There

Toronto.—Geo. Binns, hardware merchant, of Newmarket, Ont., was in Toronto this week on business.

Toronto.—J. A. Henderson, hardware merchant, of Brampton, Ont., made a business trip to Toronto this week.

Toronto.—The Luxfer Prism Co., who recently disposed of their building on Richmond Street West, have just purchased the Canadian Symphonola Company's factory on Brock Avenue for $45,000.

Toronto.—W. F. Hill, of the Kasement Skrene Dore Co., who since his connection with this company, has been living in Buffalo, has now moved to Toronto. Before linking his interests with this company, Mr. Hill was with the Good Manufacturing Co., New York.

Preston, Ont.—Employees of Clare Bros. and Co. held their annual picnic at Puslinch Lake last week, where they had a day of great enjoyment.

Montreal.—T. H. Jordan, vice-president of A. C. Leslie & Co., Ltd., Montreal, was a visitor this week to Hamilton; F. G. Smith, representing A. C. Leslie & Co., Ltd., Montreal, is visiting the hardware trade in the Maritime Provinces this week.

Montreal.—Gordon C. Seybold, of Starke-Seybold, Ltd., is at present in the Maritime Provinces calling on the hardware trade; Thomas Mortimer, of Toronto, was in Montreal this week; D. W. Carter, representing the Eagle Lock Company, of Geneva, Ohio, called on the hardware trade in Montreal this week.

Montreal.—Hon. H. D. Walgott, C.M.G., collector of customs in Trinidad; Capt. J. M. Reid, Comptroller of Customs, British Guiana; Hon. Herbert Ferguson, Colonial Secretary, Windward Island, and Capt. H. D. G. Austin, C.M.G., Barbadoes, delegates from the British West Indies, were in Montreal this week conferring with Capt. Evan J. Edwards, His Majesty's Senior Trade Commissioner in Canada and Newfoundland. While in Montreal these men held a conference regarding the extension of trade as between Canada and the British West Indies.

Statistics Show Large Increase in Building

Substantial Increase for May Over Last Year—High Costs Still Interfering to Some Extent—Western Cities Show Construction on Large Scale.

WHILE building totals for the month of May for the Dominion show a large increase over the returns for the corresponding month a year ago, there is a decided decline from the total for the month of April of the present year. The returns show a total for May of $13,953,698, as compared with $7,515,482 for May, 1919, and $16,088,649 for April of the present year. While the returns indicate that the building in progress is much greater than last year, the decline from the previous month is somewhat of a disappointment. An explanation may be found in the high costs of material, which at present are not abating. Many contracts have been cancelled or held over to await the return of more favorable conditions.

The returns for the twenty-seven cities of the East reveal a total of $9,325,443, as against $6,164,093 last year. The increased activity is more noticeable in the West where, in the case of the fourteen cities, the total value of permits issued last month was $4,628,255, as against $1,351,389 last year. There has been a remarkable increase for the first five months of the year, the total standing at $46,225,994, as compared with $20,858,970 last year, or an increase of $25,367,024. The city of Toronto has been re-established in the premier place, insofar as the total of building permits issued is concerned, the total standing at $3,133,605. The city of Weyburn, Sask., is the nearest competitor with a total of $2,235,858. This amount is, however, largely made up by a permit for the erection of a mental hospital to the value of $2,207,708. The value of permits issued in Montreal totalled $1,665,658, as against $1,269,438 last year.

Building operations are being conducted on a large scale in some of the Western cities. The total for Winnipeg is $531,400; for Calgary, $436,500, and for Edmonton, $426,075. A few cities show a decline in the permits for the past month as compared with a year ago. In Brantford there is a decline of $145,335. Sydney, N. S., is also behind last year's record by $32,692.

Hardware Letter Box

Tennis Racquet Repairs

M. W. Conner & Son, Madoc, Ont.—Would you kindly give us the addresses of Toronto firms who repair tennis racquets?

Answer.—This class of work could be handled by the following: Slazengers Ltd., Toronto; A. G. Spalding & Bros., Toronto; Harold A. Wilson, Toronto.—Ed.

Wood Door Stops

Sumner Company, Ltd., Moncton, N.B.—Would you kindly give us the names of manufacturers of wood door stops in Canada

Answer.—The following manufacture this line: Canada Foundries and Forgings, Ltd., Brockville; Taylor Forbes Co., Guelph, Ont.; Otterville Mfg. Co., Otterville, Ont.; Canada Wood Specialties Co., Orillia, Ont.; E. B. Estes & Sons, St. John, N.B.; Rugg Ball Mfg. Co., Ltd., Ayer's Cliff, Que.—Ed.

Fyrac Enjoins Cut-Price Dealer

The Fyrac Manufacturing Co., Rockford, Illinois, has just been granted a permanent injunction against the Graves Cycle & Auto Supply Co., of Bay City, Mich., preventing the misuse of their trade name, "Fyrac" in connection with cut-rate advertising.

Beaver Lodge, Alta.—A. G. Truax, hardware, has commenced business.

Falher, Alta.—Vezina Gamache has registered partnership to operate the Fal-

L. S. STARRETT COMPANY.

"Hack Saws and Their Use" is the subject of a new booklet published by L. S. Starrett Company, Athol, Mass. The purpose of the book is to promote the intelligent and efficient use of all makes of hack saws. It opens with a consideration of the three chief factors which have a direct bearing on the cutting efficiency of hack saw blades. These factors are the saw, the material cut and the operation, whether by hand or in power machines. The saw is first discussed—the composition and heat treatment of the steel, the dimensions, set, pitch and shape of teeth. One of the features of the book is a series of diagrams showing the right and wrong ways to "corner" such work as angles, channels and like shapes.

INCORPORATIONS

Dominion Brass Products Co. has been incorporated with capital of $40,000 and head office in Toronto, to manufacture brass and metal products.

Autostrop Safety Razor Co., Ltd., has been incorporated with a capital of $1,500,000 and head office in Toronto, to manufacture and deal in safety razors and appurtenances thereto.

Wells & Newton (Canada), Ltd., has been incorporated with a capital of $20,000 and head office in Toronto to manufacture and deal in apparatus for heating, ventilating, plumbing, lighting, etc.

J. H. Edmunds & Co., Ltd., has been incorporated with head office in Toronto and capital of $100,000 to manufacture glass ware, metal ware, porcelain ware, utensils, electric fixtures, stoves.

Trade Inquiries

The Department of Trade and Commerce has received the following inquiries relating to Canadian trade. Addresses may be secured from the Department, or from the Editor, Hardware and Metal, Toronto, Canada. Please quote reference number when requesting addresses.

1110. **Wire Nails.**—A firm of commission agents in Barbados desire to secure a Canadian agency for galvanized and iron nails. It would be necessary to send samples with prices.

1129. **Miscellaneous manufactures.**—Canadian firm of sales and purchasing representatives in Toronto have inquiries from India for electrical goods and fixtures (220 volts), industrial chemicals, iron screws, copper wire. Would like to come in touch with Canadian concerns interested in exchange of Canadian and Indian commodities.

1130. **Rainwater and soil pipes, etc.**—A London company ask for the addresses of Canadian manufacturers of rainwater pipes of various sizes, and soil pipes; also roll-edged porcelain enamelled baths, who can fill orders for export.

1131. **Iron and steel safes.**—A commission merchant in Port of Spain, Trinidad, wishes to get into communication with Canadian manufacturers of iron and steel safes, large steel office cabinets, and other steel supplies. He is also interested in reinforced concrete construction.

1132. **Copper wire.**—A Manchester firm of commission merchants inquire for manufacturers of cotton-covered and silk-covered copper wire who are open to appoint agents in the United Kingdom.

1133. **Wire and cables.**—A Manchester firm are open to represent manufacturers of flexible wire and cables.

1134. **Barbed wire, nails and textile machinery.**—A firm in Caracas, Venezuela, are seeking Canadian supplies of the above commodities and machinery, and ask for catalogues and prices, together with terms, preferably f.o.b. New York.

1135. **Rubber goods.**—A Manchester firm are open to purchase boots and shoes and bathing caps, or would act as agents for the United Kingdom.

1136. **Rubber wear.**—A well-known London firm are open to place orders for autumn delivery for india-rubber footwear, including boots, rubbers, snowboots, etc., and would like to receive offers and quotations from Canadian manufacturers able to accept orders.

1137. **Cement.**—A Cuban firm wish to obtain supplies of Canadian cement, dealing directly with manufacturers. Information may be obtained from the Cuban consulate at Ottawa.

1138. **General agency.**—Established commission firm in Port of Spain report steady demand for Canadian goods, and would like to come in touch with any manufacturers considering that market.

Catalogues and Booklets

CANADIAN FAIRBANKS-MORSE CO., LTD.

General catalog number 20, just issued by Canadian Fairbanks-Morse Co., Ltd., contains a concise and handy record of the company's products. Information regarding design, dimensions and prices is given on scales, valves, steam goods, oil engines, pumps, electrical machinery, machine tools, woodworking machinery, transmission, railway and contractors' equipment, shop supplies, automotive equipment, etc.

Several pages of the catalog are devoted to valuable data concerning weights and measures applying to various products, for the dealer's information. A telegraph and cable code and an index of all the lines dealt with complete the catalog.

* * *

JOHN MILLEN & SON, LTD.

John Millen & Son, Limited, Montreal, are issuing a new circular describing the Alemite Lubricating System for filling the grease cups, springs and other parts of automobiles by compression. The circular illustrates and describes straight and elbow nipples, integral nipples, with shackle bolts, bushings, couplings, compressors, plugs, hose caps, hose plugs and many other fittings as well as cuts of the compressor. There is also a price list showing a list of a large variety of cars of different models and showing the number of the set of lubricating system, required for each special car and the price required to equip each different model. Readers of Hardware and Metal desiring a copy of this circular may have one on request from the above-named firm.

* * *

THE WILT TWIST DRILL CO.

The Wilt Twist Drill Company of Canada, Limited, Walkerville, Ontario, has just published a complete catalogue on specially designed Ford Reamers, which catalogues are now ready for distribution and will be furnished on request.

Yes, it would be funny if it wasn't so darned uncomfortable!

Sykes in Philadelphia Public Ledger.

FYRAC

One INCH Firing Surface

Canadian Money at Par

For the first three years Fyrac was not advertised.

In that time Fyrac rose from last to third in production on a list of 197 makes.

Thirty-eight per cent of its sales in 1919 were on re-orders from dealers.

The plug sold itself.

Today intensive advertising carries to motorists everywhere that important Fyrac story

---

ONE INCH FIRING SURFACE

This shows the central electrode, from whose *one inch firing surface* sparks leap the gap to the stout right and left wires, made to live long. *One inch firing surface* insures reliable power, and prevents gasoline-formed carbon.

If interested, tear out this page and keep with letters to be answered.

Spark Plugs

—*one inch firing surface.* That feature shows plainly in the illustration below, and in that now familiar phrase.

But the plug still sells itself.

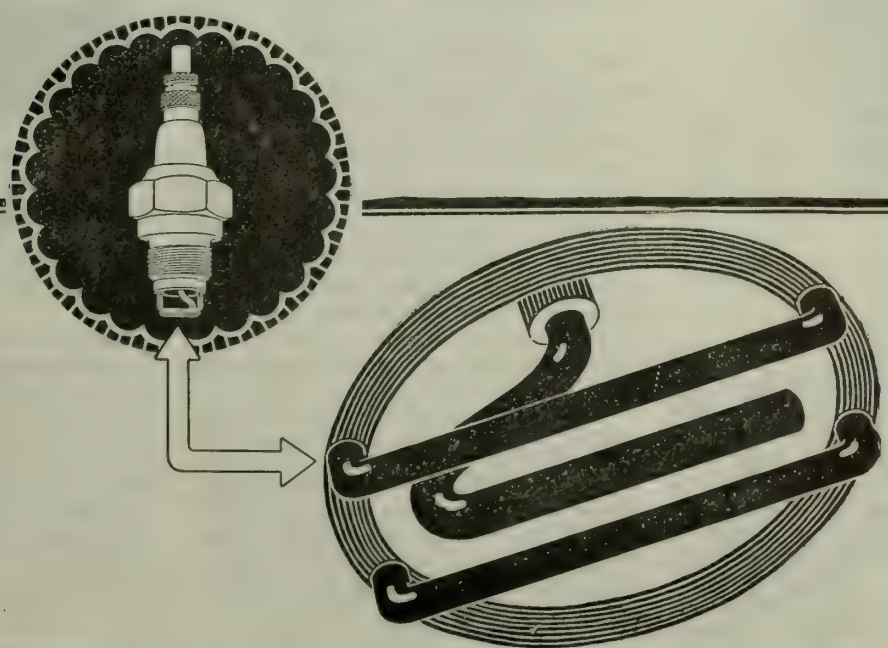
In your store the customer's first glance discovers that *one inch firing surface*—the stout wires that distribute over myriad points the leaping flames that would wither the ordinary point of wire—and the flint-hard insulator, heat-and-air tested to withstand 960 seventy-pound blows per minute.

Yes, Fyrac sells—*will sell*—itself for you.

FYRAC MANUFACTURING CO., *Rockford, Ill.*

Canadian Department
Campbell Agencies, 350 McKinnon Building
Toronto, Canada

Export Department
Werner & Butts, 336 Whitehall Bldg., New York, U. S. A.



If interested, tear out this page and keep with letters to be answered.

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

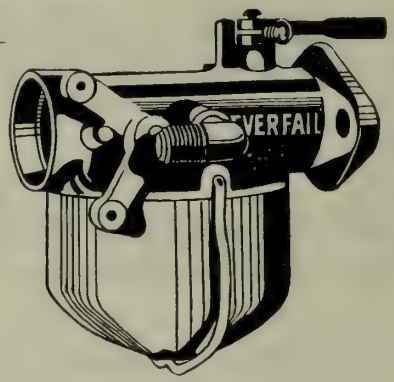
Ames Holden Tire Co.

Convinced that there is a big future for the Canadian automobile trade and to provide for the increasing demand for automobile casings and tubes, the Ames Holden Tire Company have built and equipped at Kitchener, Ont., a modern tire manufacturing plant. The sales organization of Ames Holden McCready, Ltd., is available for marketing the products of the Ames Holden Tire Co. throughout Canada. The tire being manufactured by this company has a distinctive tread as will be seen from the illustration shown herewith. This is known as the "Universal" tread and many advantages are claimed for it. Tubes, both grey and red, are also being manufactured. The officers and operatives of the company are said to be experienced tire men, and "Canadian from the ground up" is the proud claim of the company.

Universal Tread

Carburetor

The Never Fail Carburetor Co., Long Island City, N. Y., are putting on the market, through their agents, the F. M. Eldredge Co., Detroit, Mich., a new carburetor for use in Ford cars, which is known under the trade name of Neverfail and which they claim works on a new scientific principle, the entire vaporization taking place in the high vacuum on all speeds giving ample power and quick and smooth acceleration. Another feature pointed out by the makers is the low consumption of fuel and the ease with which the motor is started when attached.



Carburetor

Other features, the manufacturers claim, are the elimination of springs and air valves. The fuel bowl is also an improvement and is easily detached, permitting within a few seconds the removal of any dirt or water, without removing the carburetor from the car. The standard Ford stove, throttle rod, choke rod and bolts are used. There is only one adjustment screw which is marked "lean" and "rich" indicated by arrows. To instal, attach carburetor, turn adjustment screw to the right until closed, then start the motor and then turn adjustment to the left until motor performs properly.

Automobile Radiator

The F. H. Lawson Co., Cincinnati, Ohio, are offering to the trade their new auto radiator which goes under the trade name of White Radiator, and which they state is made on scientific principles, having a column of air for every column of water, the air space being ample to allow for a current sufficient to cool the volume of water. The makers also claim that the water cells contain an extra large quantity of water and owing to the principle of construction all this water comes in contact with the air currents and is readily cooled.

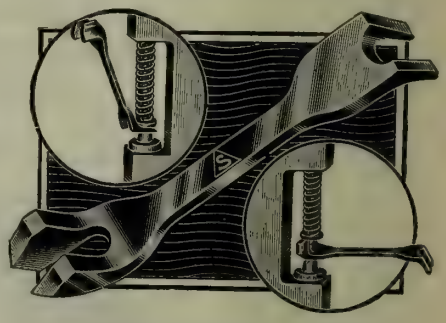
The manufacturers describe this product as follows: The construction of the cells allow for a large amount of radiating surface. The vertical air space between the tubes allows sufficient expansion to help prevent bursting should the water freeze. It is constructed on the basis that the function of a radiator is not to heat a given volume of air, but to cool a given volume of water. The air passes through rapidly and freely because of the wide mouth horizontal air spaces and a cool volume is ever in contact with the heated walls of the water cells.

The core is made of extra quality soft brass and all joints are floated in a high grade solder, and while the construction is rugged, manufacturers say, there is a sufficient amount of flexibility to allow for the necessary expansion and contraction as well as strains, etc.

Valve Lifter for Ford

Stevens and Co., 375 Broadway, New York City, N. Y., are offering to the trade their new valve lifter for use on Ford engines, and which, they claim, is easy to operate and will give sure, quick results, and owing to the construction of the two ends will successfully handle the operation of taking out the pin or assembling the spring without the necessity of removing either the manifold or carburetor.

The manufacturers state their new product is entirely made of metal in one solid piece, one end being of a wedge-shaped design, which instantly forces the spring up so that the pin may be easily removed. The tool may then be left in this position while the valve is being ground, thus enabling the operator to replace the valve and pin without annoyance.



Valve Lifter for Ford

The other end of the tool, the manufacturers describe as having a hammer claw end which they claim will instantly raise the spring off the push rod guide, and with a quick upward thrust will lift the spring past the pin hole. The length over all is 6½ inches.

A new booklet describing the above device has just been published for the manufacturers. Readers of Hardware and Metal may have a copy of this booklet on request from the above-named firm.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

SHARP advances have been made on prices of many important hardware lines. There seems little hope for immediate lower quotations and the price tendency is still upwards; especially is this true of commodities manufactured from iron or steel.

Carpenters' tools have again come up for higher price revisions and many lines are affected. Machinists' vices, tap wrenches, tool sets and screw-drivers are also higher priced. Brick and plastering trowels, cast iron sledges, cow bells, lantern globes, grindstone fixtures, clay picks, mattocks, axle grease, wire stretchers, egg crates, taper pins, iron and steel bars, beaver board, wrapping paper, faucets, meat choppers, coffee mills, rubber heels, brass wire, sweat pads, iron washers, and lawn mower repairs are all included in the list of higher price revisions. A sharp advance has also been made on the price of snow shovels.

The adoption of the new ruling of the tax legislation, whereby it is necessary for the manufacturer to charge a 2 per cent. sales tax when selling direct to retailers or consumers, has been the cause for some unfavorable comment in some circles.

Warehouse stocks are still very light and jobbers state they are having great difficulty in securing sufficient supplies to cope with the present demand. Merchants generally are handling a large volume of business despite the difficulty of securing supplies and some may be in a position to have their best hopes realized for one of the best seasons in the history of their business.

The prospects for realizing a good crop throughout the Western Provinces are very promising. Collections are coming forward very freely.

MONTREAL MARKETS

MONTREAL, June 24.—Summer lines have been in active demand and the jobbers are well sold out of many lines, with replacements very difficult to make. There are numerous advances this week again and among the important lines to advance are iron and steel bars. The increase on these lines is ten cents per 100 lbs. Beaver board is up $2 per thousand feet, and wrapping paper is half a cent higher. Fine tools of North Bros.' manufacture have advanced, including screw-drivers, tool sets, vises, tap wrenches, etc., while self-measuring faucets, meat choppers, coffee mills and other lines of Enterprise manufacture are advanced in price considerably. Steel snow shovels are now on a 25 per cent. advance basis, over list. Rubber heels are higher in price. Brass wire of various kinds has again advanced. Ingot metals are more settled this week and there has been a tendency to firmness on one or two lines such as lead an spelter. Trade in these commodities is limited, however.

Summer goods have been selling well, and refrigerators and lawn mowers, gardening tools and lawn hose have sold well. The tendencies are strong still on many lines and few declines are anticipated on hardware lines, particularly those made of steel.

Summer Demands Take Much Oil and Gasoline

Montreal.

COAL OIL, GASOLINE. — Prices have been steadily maintained on coal oil and gasoline, and there is little likelihood but that prices will rule high. Some expect, in fact, that there will be higher prices still.

Gasoline basis is 38½c for motor grade, while coal oil is selling at 29 to 31c per gallon.

Steadied Market For Various Lead Products

Montreal.

LEAD PRODUCTS. — Prices have been steady during the week on solders and sheets, fittings, etc. There is a fairly steady demand from the trade and supplies are ample to meet all requirements. It is probable, if lead and tin hold as at present, that the basis will be steadier than it has been for the past few weeks.

Lead pipe, per 100 lbs.	17 00
Lead waste, per 100 lbs.	18 00
Note.—Lead pipe is subject to a discount of 10%.	
Lead traps and bends	List plus 30%
Lead wool, lb.	0 16
Lead sheets, 2½ lbs.	0 14
Lead sheets, 3 to 3½ lbs, sq. ft., lb	0 13¼
Do., 4 to 8 lbs., sq. ft.	0 13
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.	
Solder, guaranteed, lb.	0 42
Solder, strictly, lb.	0 40½
Solder, strictly, commercial	0 37½
Solder, wiping, lb.	0 36
Solder wire (8 gauge)—	
40-60	0 39¼
40-55	0 42½
50-50	0 45¼
Zinc sheets, casks	0 16½
Do., broken lots	0 17

Scythe Snaths on New Discount Basis Now

Montreal.

SNATHS. — Prices are higher on scythe snaths. The present quotations to the trade are 25 per cent. advance over list. Formerly prices were quoted net.

Scrap Markets Easier; Lead and Plate Down

Montreal.

OLD MATERIAL.—The market is very dull at the present time and this is attributed to the closing of many of the foundries. This condition has thrown heavy supplies of old scrap on the hands of dealers, the mills not buying extensively. Added to this, considerable quantities of scrap in small quantities come forward from small country dealers and this has meant a surplus, with a consequent softening of the basis for a good many lines.

The weakness of the market is indicated on heavy lead, which is now quoted at from 6 to 7 cents per pound, and on stove plate, which is down $3.00 a ton to $27.00. Altogether an easy condition is looked for.

Dealers' Buying Prices.

Automobile tires	0 02½	0 03
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 08	0 09
Scrap zinc	0 07	0 08
Lead, heavy	0 06	0 07
Lead, tea	....	0 03½
Light copper	....	14 50
Heavy copper	....	18 00
Wrought iron, No. 1, per gr. ton	....	22 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	16 00
Stove plate, per ton	....	27 00
Heavy melting steel	....	22 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00

No Improvement Likely in Sheet Situation

Montreal.

SHEETS AND PLATES.—While a certain amount of tonnage has come forward from the Old Country, great scarcity of plates still prevails. One jobber states that while he received a small quantity of sheets from England recently, there was little likelihood of receiving very much from that quarter for some time to come. In the meantime, there is a great scarcity of popular sizes and gauges, and manufacturers and jobbers have the same difficulties which they have had for weeks in maintaining anything like an adequate stock.

BLACK SHEETS—		
10 gauge	....	9 00
12 gauge	....	9 05
14 gauge	....	9 10
16 gauge	....	9 35
18-20 gauge	....	9 40
22-24 gauge	....	9 45
26 gauge	....	9 50
28 gauge	....	9 50
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	12 50
28 gauge	....	12 10
26 gauge	....	10 75
22 and 24 gauge	....	11 55
20 gauge	....	11 55
16 gauge	....	10 25
18 gauge	....	11 55
English Standard—		
26 gauge	....	12 25
28 gauge	....	12 50
24 gauge	....	11 65
22 gauge	....	11 30
18 and 20 gauge	....	10 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Advances Are Made For Various Iron and Steel

Montreal.

IRON AND STEEL.—Prices have advanced for iron and steel and the jobbers have altered prices on all lines. Bar iron, base price, is now $4.65 per 100 lbs.; refined iron, $5.65; mild steel, $5; sleighshoe steel, $5; band steel, $5; tire steel, $5.20; harrowtooth steel, $5.15; iron finish machinery steel, $5.05; and toe calk steel, $5.90.

IRON AND STEEL

Iron finish machinery steel	$5 05
Norway iron	13 50 15 00
Single reeled machinery steel	6 50
Spring steel	5 50
Sleigh shoe steel	5 00
Tire steel	5 20
Toe calk steel, per 100 lbs.	5 90
Band steel	5 00
Harrow tooth steel	5 15
Mining tool steel, per lb.	0 24½
Black diamond tool steel, per lb.	0 24½
Black diamond cast steel, per lb.	0 24½
Common bar iron, per 100 lbs.	4 65
Refined iron, per 100 lbs.	5 65
Mild steel	5 00

3-16 and thinner flats in iron or steel take extra 50c. per 100 lbs. over base and regular extra.

Beaver Board Price Advanced Two Dollars

Montreal.

BEAVER BOARD.—An advance of $2.00 per 1,000 square feet has been made in the price of beaver board, the price now being $50.00 in 1,000 foot lots.

Wrapping Paper Prices Advance Half a Cent

Montreal.

WRAPPING PAPER.—An advance of half a cent per pound on the price of wrapping paper has been made in jobbing quarters. Kraft paper is now selling on the basis of 15½ cents per pound.

Rope and Cordage Held Without Change

Montreal.

ROPE AND CORDAGE.—The week has brought little new feature into the rope situation and while there is a fair amount of business passing, conditions are generally on the quiet side. The present price basis is as follows: Pure manila, per lb., 35½ cents; New Zealand, British and Beaver manila, per lb., 28 cents; and sisal, per lb., 22½ cents.

Demand Unabated For Wire Nails

Montreal.

NAILS.—There is still a heavy demand for Standard wire nails and jobbers report the market as very firm. It would seem that there will be an active demand from usual quarters for this product all through the summer season, and no recession in the price basis is looked for. The present quotations are as follows: Standard wire nails, per keg, $6.10; and cut nails, per keg, $6.35.

Fine Screwdrivers on New High Basis

Montreal.

SCREWDRIVERS. — The following prices have been given out by jobbers this week on North Bros.' line of screwdrivers. No. 10 by 2, per dozen, $9.10; by 3, $11.15; by 4, $11.85; by 5, $13.05; by 6, $14.75; by 8, $16.60; by 10, $19.75.

No. 15x2, per dozen, $9.90; by 3, $10.40; by 4, $10.90; by 5, $11.40; No. 12, $13.05. Pocket screwdrivers, No. 60, are quoted $13.65 per dozen.

Spiral screwdrivers are quoted as follows: No. 20 x 1, per dozen, $26.50; No. 30, $41.50; No. 31, $55.70; No. 35, $30.80; No. 130, $47.40; No. 90 x 2, $4.10 per dozen; 90 x 3, $4.55; 4, $5.30; 5, $6.65; 6, $7.60; 7, $8.75; 8, $10.10; 10, $12.35.

No. 95 x 2½ are quoted at $4.10 per dozen; 95 x 4½, $5.25; 6½, $6.65; 8½, $8.10.

Various Fine Drills on Advanced Basis

Montreal.

AUTOMATIC DRILLS.—North Bros.' line of automatic drills are selling as follows: No. 41, per dozen, $25.95; 42, $28.45; 43, $18.00; 44, $43.25; 50, $54.50.

Bench drills, No. 1003, are selling at $18.10 each; No. 1005 at $28.50 each.

Breast drills, No. 1455, are selling at $8.55 each; No. 1555, $12.55; No. 550, $7.75; and No. 555 at $12.55.

Tool sets, No. 100, are quoted at $9.90 per set.

Vises Marked Up; Tap Wrenches Higher

Montreal.

VISES—North Bros.' vises are selling as follows, these being advanced prices over those obtaining until recently: No. 990, each, $3.60; No. 993, $7.60; No. 1993, $10.25.

TAP WRENCHES. — No. 250 tap wrenches of the same make are selling at $2.10 each; No. 251 at $2.80; and 1251 at $2.55.

Self-measuring Faucets Are Up

Montreal.

FAUCETS.—No. 65 self-measuring faucets are quoted higher this week at $9.00 each. For the same number with tubs a price of $20 each is quoted. Augers for tapping barrels are also higher, being quoted at $36.00 per doz.

Coffee Mills, Stuffers, Have New Cost Basis

Montreal.

COFFEE MILLS, STUFFERS, ETC. Prices are higher on coffee mills, sausage stuffers, and other lines manufactured by the Enterprise Company. The advance is general for the whole line made by this firm and totals about 15 per cent. all through.

Lawn Mowers of Best Grade Big Sellers

Montreal.

LAWN MOWERS.—Jobbers report to Hardware and Metal that the present season has been an exceptionally heavy one for the better grade of lawn mowers. Jobbers still have in stock certain quantities of the cheap mower, but the more expensive and better grades of machines have been in active demand this year and sales have been heavy. The market is naturally very firm, with labor and raw material holding on continued high basis.

Various Lines Wire Have Gone Higher

Montreal

WIRE.—An advance has been made in the price of snare wire and there also is a change in the differential for small hanks. The present prices are 10 per cent. advance over list and on one ounce hanks an extra charge of 5c is made where the former charge was 4c.

Hard brass spring wire is also ad-

vanced in price, the increase being about ten per cent.

Stove pipe wire is selling at $10.50 per cwt. for No. 18 and $11.00 for No. 19.

Rubber Heel Prices Have Scored Advance

Montreal.

RUBBER HEELS.—An advance has been made in the price of rubber heels. Women's size are selling at $2.00 per dozen pairs, and men's at $2.35.

Refrigerators; Freezers Are Well Sold

Montreal.

REFRIGERATORS, FREEZERS. — The present season has been an active one for refrigerators and jobbers are pretty well sold out of popular priced sizes and styles.

Ice cream freezers have also been in active demand and the difficulty has been that of getting delivery. A large manufacturer stated to Hardware and Metal this week that so great had been the delay in shipping well-known makes of refrigerators forward that it has been necessary to cancel the balance of orders which have been so long delayed and delivery of which will be still delayed for several weeks.

Stoves May be Scarce; Both Heaters and Ranges

Montreal.

STOVES AND WARES.—The stove demand has been reasonably satisfactory, manufacturers claim, and orders have been received from the trade for delivery on specified dates. It is stated that orders already in hands of manufacturers are almost sufficient to absorb the output of the next few months. This will mean that those ordering their requirements early will avoid disappointment, and it has been pointed out that with the exception of one or two lines of heaters and ranges it will be difficult to fill many more orders than those already in hand.

WARES.—The demand for various wares continues brisk and particularly for such lines as are seasonable. The new prices in effect for the past week or ten days do not seem to have lessened the demand appreciably.

More Money Asked For Food Choppers

Montreal.

FOOD CHOPPERS—No. 5 food choppers of Enterprise make are quoted higher this week at $54.00 per dozen. Other prices are as follows: No. 10, per dozen, $84.00; No. 21, $78.00; No. 22, $132.00; No. 32, $168.00; No. 602, $42.00.

Steel Snow Shovels Are Costing More

Montreal.

STEEL SHOVELS.—The steel snow shovels are advanced in jobbing quarters and are now quoted 25 per cent. over the list. This is a considerable advance, as the former discount was 12½ per cent. from the list.

Some Improvement in the Ingot List

Montreal.

INGOT METALS.—Some encouragement has been manifest in the markets this week, say importers. There is evidence, here and there, of a more settled condition than has existed for several weeks, and some feel that rock bottom has been reached on a number of the ingots, if not all.

COPPER shows slight improvement of tone, with electrolytic selling at 24c, and casting at 23½c.

TIN.—Advices from London denote improvement in conditions. The local price basis this week is unchanged at 57-58c.

LEAD.—"We are looking for higher prices on lead," was the comment of a large importer. The undertone seems more settled this week with prices here around 10½c.

ANTIMONY.—While the New York market has been somewhat depressed, owing to silver decline, there is little change here, and little is expected. A price of 11½c is quoted.

SPELTER.—Unchanged at 10½c to 10¾c per lb.

ALUMINUM. — Little doing. Prices range from 34 to 35c per lb.

TORONTO MARKETS

TORONTO, June 24.—Little hope is expressed for lower hardware prices, at least in the near future, the price tendency still being upward. Many higher prices have been made on important hardware lines this week. Snow shovels and furnace scoops have had a sharp advance. Carpenters' tools, including saws, push drills and screw-drivers, have been marked up as well as some lines of trowels. Clay picks and mattocks, grindstone fixtures, ruby lantern globes, cast iron sledges, cow bells, bread knives, bench axes, brass cheese gates, sad iron handles, taper pins, axle grease, wire stretchers and egg crates all have new higher prices.

Stocks of many basic hardware lines are becoming very low, little relief having been offered the situation. The demand continues to be a heavy one and, despite the great shortage, many are experiencing a good turnover.

Manufacturers at present are having great difficulty in securing shipments of coal, a situation which has been aggravated by the recent embargo on the United States railroads. This situation also applies to the transportation of raw materials and other commodities.

Collections are coming forward very freely.

Higher Quotations Have Been Made on Bench Axes

Toronto.

BENCH AXES.—Higher prices have again been made on some lines of bench axes, and the James Smart make have been advanced in price by a lowering of the discount. The number 2 is listed at $40 per doz.; number 3 at $45; number 4, at $49; number 5, at $54; and the number 6 at $60 per dozen, subject to the new discount of 45 per cent. and 20 per cent. fro the list.

Sad Iron Handles Have Again Been Marked Up

Toronto.

SAD IRON HANDLES.— New and higher prices have again been made for sad iron handles, and the number 1 will now cost the dealer $2.10 per dozen. The number 2 has been marked up to $2.20 per dozen.

SAD IRONS have also been revised upwards, the common plain now being quoted at 3, 4 and 5 lbs., $15.60 per doz., while 6 lbs. and up are priced at $12.40 per doz. The common plated are quoted at 4 and 5 lbs., $17.50 per doz., and the 6 lb. and up, $14.50 per doz.

Brass Cheese Vat Gates Have Higher Quotations

Toronto.

CHEESE VAT GATES.—A higher price revision has been made on brass cheese vat gates, the number 10 having a new higher quotation of $13.00 each, and the number 20 has been marked up to $15.00 each.

Taper Pins Now Priced at Net List No. 6 and Over

Toronto.

TAPER PINS.—An upward revision has been made on taper pins and higher quotations are the result. The No. 5 and smaller are now quoted at a discount of 30 per cent. off the list, and the No. 6 and larger are quoted at net list.

Axle Grease Prices Have Been Marked Up

Toronto.

AXLE GREASE.—Some lines of this comodity have been revised upwards, and

the 1,000-mile will now cost the dealer more. The new revisions make the 1 lb. price, $1.75 per doz., and the 3 lb. price, $4.25 per doz.

Wire Stretchers Have New Higher Quotations

Toronto.

WIRE STRETCHERS. — Prices on some lines of wire stretchers come up for higher revised prices, and the McClosky is now being quoted at $10.25 per doz.

Humpty Dumpty Egg Crates Cost $7.75 Doz.

Toronto.

EGG CRATES.—In line with the upward march of nearly all commodities manufactured from wood, Humpty-dumpty egg crates have been revised upwards. They are now being quoted at $7.75 per doz.

Some Lines of Carpenters' Tools Have Advanced

Toronto.

CARPENTERS' TOOLS. — Higher prices continue to be made on nearly all commodities manufactured from iron or steel, and in some cases wood. Tools are no exception to this ruling, and this week records an advance on tools of the Yankee brand. The No. 31 screw driver will now cost the dealer $55.70 per doz., and the No. 131, $64.00 per doz. The push-drills, No. 41, are quoted at $35.95 per doz.; No. 42, $48.45 per doz.; while the No. 44 is quoted at $43.25 per doz. The extra drill points are now priced at $1.45 per doz. for all sizes.

Further Advances Made on Hand and Compass Saws

Toronto.

SAWS.—Tools of many kinds have recently been marked upwards. The Disston line also has some new prices which are of a higher nature. The D 8 hand saw, 26 inch, is now quoted at $49.30 per doz. Compass saws No. 2 by 12 now cost the dealer $9.60 per doz. and the No. 2 by 14 is $9.30 per doz.

Disston Trowels Have New Higher Quotations

Toronto.

TROWELS have been revised upwards and some of the new quotations on the Disston make are as follows:

Brick Trowels—No. 5 x 12, $22.65 doz.; 10 x 11, $22.65; 10 x 11½, $23.60; 11 x 11½, $30.10.

Plastering Trowels—No. 2 x 11½, $25.85 doz.; 16 x 11½, $31.05.

Painting Trowels—No. 15 x 5, $8.95; 15 x 5½, $9.40.

Clay Picks and Mattocks Have Upward Revision

Toronto.

CLAY PICKS are also on the list for upward revision and a higher price of $11.90 per doz. is being charged for the 5 to 6 lbs., while the 6 to 7 lbs. is quoted at $13.00 a doz., and the 7 to 8 lbs., at $13.50 per doz.

MATTOCKS are also revised upwards week, the 15 inch now being quoted at $14.50 per doz.

Grindstone Fixtures Also Have New Prices

Toronto.

GRINDSTONE FIXTURES. — The common grindstone fixtures are also on the budget of higher advanced prices this week. The 15 inch now being quoted at $9.75 per doz., and the 17 inch at $10.40 per doz.

Ruby Lantern Globes Cost Dealers $5.50 Doz.

Toronto.

LANTERN GLOBES.—An upward revision of price on the Ruby lantern globes makes the cost to the dealer of a higher nature, $5.50 per doz. being the new quotation.

Cast Iron Sledges Have New Price of $11.40 Cwt.

Toronto.

SLEDGES.—A new and higher price has been made on cast iron sledges, the price having been recently revised upwards, and is now quoted at $11.40 per hundred weight.

Prices on Cow Bells Have Been Advanced 10%

Toronto.

COW BELLS.—The higher cost of raw material and manufacture is said to be the reason for the recent advance in cow bells. The new price is approximately 10 per cent. higher.

Snow Shovel Prices Are Quoted at an Advance

Toronto

SNOW SHOVELS.—As announced in last week's issue of Hardware and Metal, snow shovels have been revised upwards and new and higher prices are being charged for fall booking, as will be noted by the following list. These prices are considerably higher than those formerly quoted.

FURNACE SCOOPS have also been revised upwards, and will now cost the dealer $12.50 per doz. The following are the new prices on snow shovels:

Snow Shovels—No. 20 or Prince, $11.25 doz.; No. 30 or Queen, $12.50; No. 40 or King, $15; No. 50 or Moose, $18.75.

Corrugated Sheets Scarce; Hard to Get Material

Toronto.

CORRUGATED SHEETS.—Considering the heavy demand for corrugated sheets manufacturers state the market is almost bare compared with the requirements of those in the market for this product, and they state that this is almost entirely due to the situation of the freight transportation, which they claim has not yet been overcome, and while it is said the embargo is lifted in some sections, in other sections it does not seem to have become effective, yet in many cases where the embargo is lifted those concerned find great difficulty in securing enough cars to transport their raw materials to the mills, as well as shipping their finished product to their customers. Many are also concerned for the future delivery of iron and steel of nearly all kinds, and in the belief of some the mills are still several months behind with their orders and present prospects seem very poor for their catching up in the near future.

Manufacturers of corrugated sheets state that their business in this line has been practically paralyzed, and it is still necessary for them to turn down business every day on account of not being able to supply the demand. The following are the present quotations:

Corrugated Sheets—	Per 100 square feet Gal'zd.	Painted
No. 28 gauge	$10.50	$ 8.50
No. 26 gauge	11.25	9.75
No. 24 gauge	16.75	12.00
No. 22 gauge	19.75	15.00
No. 20 gauge	23.50	19.25
No. 18 gauge	30.00	23.75

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equalized on Montreal.

Discount, 7½%.

Universal Bread Knives Have Advanced 10%

Toronto.

BREAD KNIVES have also come up for higher revision of prices this week, and the Universal are now quoted at higher prices, which will approximate 10 per cent. over former quotations. Cooks' knives have also been revised upwards, the increase being about 10 per cent.

Price Tendency For Waste Materials Downward

Toronto.

WASTE MATERIALS. — A heavy slump is said to have hit the waste material business and jobbers state that all lines are very quiet, and the tendency for nearly all materials is still downward, and there seems every possibility that a decline will be made in prices in the near future, although no new quotations have yet been made. Jobbers state that this situation has been brought about by the recent embargo and tie-up on the United States railroads, and many industries that require these materials have become clogged up as a result, and it may be some time before they are all clear again and able to come into the market as heavy buyers. The following are the present quotations:

WASTE MATERIAL

No. 2 busheling	13 00
Stove plate, per ton	32 00
Yellow brass	0 10
Red brass	0 15¾
Light brass	0 08
Scrap zinc	0 06½
Heavy copper	0 17
No. 1 machinery cast	38 00
Heavy melting steel	15 00
Wrought iron, No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes	0 06
Overseas lumbermen's rubber boots	0 04
Bicycle tires	0 01½

Automobile tires	0 03
Heavy lead pipe	0 05¾
Tea lead	0 11

Lead and Zinc Products Unchanged; Price Firm

Toronto.

LEAD AND ZINC PRODUCTS.—The situation on nearly all lead and zinc products is considerably firmer this week, which is no doubt due to the strengthening of basic metals, and although no change in price has been made, the lead pipe, lead waste and waste pipe as well as lead traps and bends, etc., are very firm. Solders, too, are considerably firmer although no change has been made in the present quotations, which are as follows:

Lead pipe, list, per lb.	0 17
Lead waste pipe, list, per lb.	0 18
Do., over 8 in., list, per lb.	0 19
Lead traps and bends	add 30%
Lead wool, lb.	0 16
Lead sheets, 4 to 6 lbs., sq. ft., in rolls, lb.	0 13
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 43
Solder, strictly, lb.	0 35
Solder, commercial, lb.	0 33
Solder, guaranteed, lb.	0 39
Solder, wiping, lb.	0 33
Zinc sheets, per lb.	0 19

Iron and Steel Bars Firm; Price Still Unchanged

Toronto.

IRON AND STEEL are having a very active demand and while stocks are generally fairly heavy, some sizes, it is believed, are becoming scarce. Little improvement has been shown in the delivery and the situation is worse if anything. Some have it that they are only able to turn out half of their capacity on account of being held up for coal, a situation which is said to be the means of tying up nearly all industries to a certain degree.

SHAFTING of some kinds is becoming very scarce, while structural shapes and sections are also getting hard to procure, especially in the smaller sizes, and one jobber stated to Hardware and Metal that the 3 inch and under were practically off the market. The following are the present quotations:

Common bar steel, 3-16 and light	6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and heavier	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 "5
Sheet cast steel	....
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Hoop steel	6 75

Boiler Tubes Firm; Fair Stocks on Hand

Toronto.

BOILER TUBES.—A steady demand continues to be made for boiler tubes and jobbers state they are having very satisfactory turnovers considering the season of the year. Some jobbers state their stocks are becoming very low and they have great difficulty in securing replenishments. This, they state, is due to the excessive demands made on the skelp and pipe mills for tubes and pipes of all kinds, and it is believed that this is especially true of the new oil fields which are developing, and have been in the market recently as very large buyers.

Re-construction of boilers on a large scale is also said to have created a large demand for tubes as well as the fact that a large quantity is needed for industries getting back from war work into peace work, and which as yet have not been able to finish all their operations on account of the many drawbacks which have developed in nearly all phases of the steel and iron industry.

However, there are some jobbers that state they have fair stocks and state that providing their shipments, which they have booked a long time ahead come to hand within a reasonable time after the booking date, it is their belief that there will be no serious shortage or hold up. The following are the present quotations:

BOILER TUBES—	Seamless	Lapweld
1 inch	$23 00	.....
1¼ inch	32 00	.....
1½ inch	33 00	.....
1¾ inch	35 00	30 00
2 inch	34 00	30 00
2¼ inch	38 00	33 00
2½ inch	47 00	37 00
3 inch	53 00	47 00
3¼ inch	.....	54 00
3½ inch	70 00	49 50
4 inch	98 00	64 00

Some Shipments of Sheets and Plates Have Arrived

Toronto.

SHEETS AND PLATES.—The situation that has developed on this commodity has shown little improvement, although some jobbers state they have had small, light shipment of sheets. This, they state, however, is no indication that the mills are able to make freer deliveries and those that have been fortunate enough to receive iron within the last few days state that it was only through great financial risk and the danger of being disappointed on the delivery as well as the necessity of paying a heavy premium that they were able to secure these sheets, which in most cases came from small independent mills.

Freight deliveries on the United States roads are said to have improved in some sections, although the general situation is said to be paralyzing some industries, in some cases, although the embargo is lifted, all concerned have great difficulty in securing enough cars to transport their raw materials to the mills and to handle their products which their customers are so desirous of securing, with the result that many mills have considerable stocks piled up on their premises, while their consumer is starving for the material.

Dating back from the strike during last fall, and taking into consideration the present disturbances, it is the opinion of many that the mills will be unable to overcome the situation very readily as they are already several months behind with their orders, but whether this condition will improve in the near future remains to be seen. The following are the present quotations. These prices, however, are quoted merely as a guide as it is stated that owing to the shortage a very few could supply a full list of sizes, and jobbers state it is often necessary to pay premiums over these quotations when they find it necessary to go into the local markets to pick up stock to complete their orders.

BLACK SHEETS

14 gauge	$8 95
16 gauge	9 00
18-20 gauge	9 45
22-24 gauge	9 50
26 gauge	9 55
28 gauge	9 65
3-16 inch plate	9 75
¼-inch boiler plate	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier		Apollo	
10¾ oz.	$12 00	$11 50	$12 00	$12 25
U.S. 28	11 45	11 70	11 45	11 85
U.S. 26	11 15	11 40	11 15	11 55
22 and 24	11 00	11 25	11 00	11 40
18 and 20	10 70	10 95	10 70	11 10
16	10 70	10 95	10 70	11 10
12 and 14	10 55	10 20	10 55	10 95

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Tin, Lead, Spelter, Etc., Have Firmer Price

Toronto.

INGOT METALS.—Part of the market is decidedly changed this week and a much firmer tendency is noted on nearly all lines shown on this list, although little change has been made in the price, most of these metals having a fair buying movement, although the demand is not a heavy one.

TIN.—A much firmer tone is noted for tin and the tendency is upward, although no change has been made in price, 60c per lb. still being the quotation.

LEAD has also a firmer tendency. However, the price remains unchanged and is quoted at 10½c per lb.

COPPER shows little change over last week's situation although quotations are somewhat firmer. The present price is quoted at 24c per lb.

SPELTER.—A fair demand is being made for spelter, although the price remains unchanged, and is quoted at 10½c per lb.

ANTIMONY stocks continue light, although the situation is some firmer. The present price of 15½c per lb. holds.

ALUMINUM has a fair demand, the price still remaining around 37c per lb.

LONDON MARKETS

LONDON, June 24. The price tendency for nearly all hardware commodities continues upward and further advances have again been made on the prices of important lines. Snow shovels and furnace scoops are on the list of higher quotations and will cost the dealer considerably more. Wrapping paper has also been revised upwards, the kraft brand having advanced ½ cent per pound. A lower discount advances the price of iron washers. Yellow sweat pads have again been marked up. New and higher prices have been made on lawn mower repairs.

A downward revision has been made on some lines of silver spoons and forks. Turpentine and linseed oil quotations have also been reduced, although supplies are still limited.

Business in the hardware stores continues very brisk and the volume of business is said to be very large in spite of the great shortage in many lines. Seasonable lines are enjoying a heavy buying movement, and auto accessories, scythes and snaths, fly oil, screen wire cloth and screen doors, harvest and garden tools and rope are all moving freely.

Prices in most cases are quoted from a firm basis and higher quotations on many lines are daily being made. Collections continue to come forward very freely.

Good Demand Made For Window Doors and Screens

London, Ont.

SCREENS.—A very satisfactory demand continues for screen doors and windows, and the trade generally are enjoying a very satisfactory demand for this line of goods. The present quotations are very firm although no recent change has been made. Some of the present prices current are as follows:

DOORS—
No. 1, grained only, $22.35 doz.
No. 21, mission style (grained, filled and varnished), $33.35 doz.
No. 3, with brackets, grained, filled and varnished, $36.50 doz.
No. 8, with panel, grained, filled and varnished, $39.35 doz.
No. 9, with panel and oval, grained, filled and varnished, $47.40 doz.

Wire Nails Still Scarce; Now Quoted at $6 Base

London, Ont.

NAILS.—The scarcity on nails is said to be showing little improvement, and jobbers state they have great difficulty in securing sufficient supplies from the mills, which are believed to be greatly hampered by the shortage of coal and other unsatisfactory conditions. The price on wire nails, however, has been readjusted and is now quoted from a new base price of $6 per keg. The cut nails continue to be quoted at $7.50 per keg base.

Rope Prices Firm; Show No Change

London, Ont.

ROPE.—A satisfactory demand is being enjoyed by nearly all in the trade for rope of nearly all kinds, and manufacturers state that shipments are going out very freely. The gradual opening up of different outside enterprises continues to open up many sources where this product may be placed. In some communities a good demand is being made for hay fork rope as well as the many varieties of rope that are used for slings, etc. The present quotation remains unchanged, although prices are somewhat firm, and are as follows:

Pure manila, 35½c lb. base; Beaver manila, 28c; New Zealand hemp, 28c; sisal, 22½c.

Kraft Wrapping Paper Marked Up to 14½c Lb.

London, Ont.

WRAPPING PAPER. — The great scarcity of paper of nearly all kinds is daily becoming more noticeable, and wrapping paper is no exception to the rule. This week records a higher price revision in the price of kraft wrapping paper, the price having been marked up to 14½ cents per pound.

Yellow Sweat Pads Now Cost Dealer $11.25 Doz.

London, Ont.

SWEAT PADS. — New and higher prices have again been made on sweat pads, and the yellow has been revised upwards to a new quotation of $11.25 per dozen.

Lawn Mower Repairs Have Been Marked Up

London, Ont.

LAWN MOWER REPAIRS.—Higher revised prices have been made on lawn mower repairs affecting the Taylor, Forbes make. The new prices are as quoted below.

LAWN MOWERS are having a good demand, although the volume moving is said to have slackened up somewhat compared with former sales. The Daisy, Star, Woodyatt and Empress continue to sell at a discount of 25 per cent. off the list.

Pinions, 25c each; panels, 10c each; wheels, 80c each; handles, 75c each.

Iron Washers Advanced By Lowering Discount

London, Ont.

IRON WASHERS.—In line with the advancing price of nearly all commodities manufactured from iron or steel, iron washers have again been revised upwards by a lowering of the discount. The new discount is quoted at 25 per cent. off the list in place of a former 30 per cent. off the list, with the usual extra for small lots.

Harvest Tool Discount Remains at 50-10% off List

London, Ont.

HARVEST TOOLS.—A brisk demand continues to be made for harvest tools of nearly all kinds and nearly all in the trade are very well satisfied with the amount of business handled. The discount remains unchanged and is quoted at 50 per cent. and 10 per cent. off the list.

Higher Prices Made on Snow Shovels and Scoops

London, Ont.

SNOW SHOVELS.—A sharp advance has been made on snow shovels for fall booking. The new quotations are said to be due to the higher cost of manufacture, a situation which is partly due to the shortage of raw material as well as the advanced price of same. The following are the new quotations:

Prince or No. 20, $11.25 doz.; Queen or No. 30, $12.50 doz.; King or No. 40, $15 doz.; Moose or No. 50, $18.75 doz.; Furnace Scoops, $12.50 doz.

Poultry Netting Firm; Supplies Limited

London, Ont.

POULTRY NETTING. — A good movement is still taking place on nearly all kinds of poultry netting, although the situation is still tight. Jobbers state they still have difficulty in securing sufficient supplies, and warehouse stocks are very light. The Canadian-make 2-inch mesh is still quoted at net list while the one-inch mesh is quoted at an additional 5 per cent. to the list.

Many Lines of Auto Accessories Moving

London, Ont.

AUTOMOBILE ACCESSORIES. — The season's demand for nearly all kinds of automobile accessories is very favorable, and nearly all in the trade handling this class of goods are enjoying a very good demand. Automobile tires are also moving very freely.

Screen Wire Cloth Price Firm; Unchanged

London, Ont.

SCREEN WIRE CLOTH. — The demand for this commodity is keeping up very favorably and those in the trade

are very well satisfied with the season's turnover. The black painted continues to be quoted at a firm price, the quotation being $3.60 per hundred square feet. The galvanized price is also firm, although unchanged, and is selling at $4.25 per hundred square feet.

Downward Revision Made on Price of Silver Ware

London, Ont.

SILVER FLATWARE.—A slight revision of price on a few lines of Community Silver flatware has been made. This applies mostly to spoons and forks, practically all the odd pieces remaining unchanged. The new quotations on spoons and forks are as follows:

Tea Spoons, $5.74 doz.; Dessert Spoons, $10.98 doz.; Table Spoons, $11.48 doz.; Dessert Forks, $10.98 doz.; Table Forks, $11.48 doz.

Good Demand Made For Scythes and Snaths

London, Ont.

SCYTHES AND SNATHS.—The recent favorable growing weather has created a considerable demand for scythes and snaths of nearly all kinds and nearly all those in the trade are enjoying a very good turnover on this commodity. The present quotations, although showing no recent change, are very firm, and are as follows:

Scythes—Cast steel, $17.25 doz.; Clipper, $18.25; Double Bead, $18.75; Cutlery Steel, $19.25; Brush, $17.75.

Snath—No. 1 Patent, $15.85 doz.; No. 2 Patent, $15.20; No. 3 Patent, $14; No. 00 Patent, $16.50; Brush, $17.20.

Fly Oil Has Active Demand; Unchanged

London, Ont.

FLY DESTROYER. — The alternate damp and warm weather seems to have brought numerous flies and other insects that as a result a heavy demand is being made for fly destroyer of various kinds. The Crenoid is quoted at $7.75 per doz. in half gal. lots, and $11 per doz. in one gal. lots. The Dr. Williams in half. gals. is quoted at $8 a doz. and 1 gal., $12 per doz.

White Lead in Oil Has Fair Demand

London, Ont.

WHITE LEAD IN OIL.—A good buying movement continues for white lead in oil and the present demand is still very satisfactory to all in the trade, it is stated. The present quotations are very firm, although no change has been made in the price. The pure in ton lots continues to be quoted at $20.45 per hundred lbs. and less than ton lots $20.80 per hundred lbs. The Elephant brand in ton lots is quoted at $20.95, and in less than ton lots $21.30 per hundred lbs.

Turpentine Quotations Are 30c Per Gal. Lower

London, Ont.

TURPENTINE. — Considerable improvement has been shown in the turpentine situation as regards price, this week's quotations being about 30 cents per gal. lower than formerly. Further improvements are also looked for on this commodity in the near future and the present situation practically depends on the delivery from the Southern sources of supply.

Jobbers and importers state that while some improvement has been shown in the freight deliveries that their business is still greatly hampered by the unsatisfactory freight transportation conditions, but are in hopes that this situation will soon be cleared up. The new prices on turpentine are as follows:

	Imp. gal.
1 barrel lots	3 50
2 to 4 barrels	3 49
5 gal.	3 65

English Linseed Oil Relieves Local Shortage

London, Ont.

LINSEED OIL.—Although very little improvement has been shown in the linseed oil situation as regards delivery of flax seed and incidentally the production of the finished product, some reduction has been made in the price, and the new quotations are about 37 cents per gal. lower than the steady high price which has been in force for several weeks.

Crushers state one of the main factors for lower prices on this commodity is the arrival of considerable English oil on the market, although they state that the situation in regards to Canadian oil has shown little improvement, and flax seed has been coming forward very slowly. This, however, it is expected, will be improved with the clearing up of the freight congestion on the American railroads, but whether this will be immediately overcome remains to be seen.

The following are the present quotations:

	Raw	Boiled
1 to 2 barrels, gal.	2 50	2 53
3 to 5 barrels, gal.	2 49	2 52
6 to 9 barrels, gal.	2 47	2 50

Less barrels add 15c gal.

WINNIPEG MARKETS

WINNIPEG, June 24.—The week's markets show marked activity and a wide range of hardware lines appear for further revision of price as a result, chief among which will be found pocket knives, oil cans, brushes, pliers, stovepipes, shovel and spade handles, glue, stove pipe mandrels, set screws, cap screws and syrup cans. As in the past weeks the manufactured product again predominates, metals, needless to mention, taking the lead. The general aspect of the markets, it is said, indicates decided firmness with strong tendencies toward further advanced prices. Apparent and even acute scarcity on many of the most important hardware lines is becoming daily more noticeable with little prospect of securing any appreciable relief. Barbed wire is said to be exceptionally scarce, many jobbers have no stocks of many of the standard styles, and supplies are coming through but slowly and in only small quantities. Business generally it is said, continues good, many seasonable lines moving rapidly.

Pocket Knives Show New Advanced Quotations

Winnipeg.

POCKET KNIVES.—A decided and fairly substantial advance affects on a general scale English pocket cutlery, the Wostenholm line being the chief affected. The advances occurring are general and show an average 10 per cent. increase on former prices.

Many Styles of Brushes Have New Higher Prices

Winnipeg.

BRUSHES. — The present market changes bring several styles of brushes to the fore for revisions of prices which, needless to mention, are of an advanced nature, showing an approximate 10 per cent. to 15 per cent. increase. The more important of the styles involved are: Scrub, stove, boot and varnish brushes. The change is general, including many of the most important styles and sizes. The lack of, combined with the advanced cost of, raw material is named as the chief cause for the new changes.

Pliers Are Now Costing More to the Extent of 5%

Winnipeg.

PLIERS.—Newly revised prices showing on pliers advance this commodity a further 5 per cent. on old lists, the reason of which, it is said, is due to the greatly advanced cost of raw material on which this class of goods is solely reliant for its manufacture, and which, as is known, has advanced steadily over a long period; a condition that cannot help but eventually affect the manufactured product. The Utica plier is the line at present most affected, all styles and sizes in this line being involved.

The Week's Changes Also Involve Stove Pipe

Winnipeg.

STOVE PIPE. — Following recent changes on tee pipes, the week's activi-

ties show sweeping and general change occurring on stove pipes and elbows. The latest revision, which shows an average 10 per cent. increase, will evince little surprise, as the recent change affecting only a portion of this line gave the impression that further and more general changes were to follow, which, as already stated, occur in the market changes of this week. The new increase is of a general character and latest prices are quoted as follows:

Stove Pipes—Standard, 6 inch, $24.87; 7 inch, $26.77. Ready to rivet, 6 inch, $23.87; 7 inch, $25.77. Riveted, 6 inch, $24.37; 7 inch, $26.27, per 100 lengths.

Elbows—Heavy, 6 inch, $3.48; 7 inch, $3.90. Light, 6 inch, $3.00; 7 inch, $3.30 per dozen.

Higher Prices Made on Spade and Shovel Handles

Winnipeg.

HANDLES.—A new revision occurs on spade and shovel handle prices and these lines are advanced a further 4 per cent. as a result. The present adverse conditions existing in the lumber markets are named as the chief factors responsible for the new increase, general and acute shortage still existing in many classes of lumber; which condition naturally advances the price of the raw material and in turn affects the manufactured product. There is little likelihood of any possibility of early relief occurring, that will materially improve the situation, it is said. The present handle prices are quoted as follows:

Handles—Long shovel, regular, $7.75; Bulldog, $7.75; D shovel, 5, $7.75; 8, $7.75; D spade, 9, $7.75; D scoop, 10, $7.75; 20, $7.75 per dozen.

Powdered Glue Advanced an Average 3c Per Lb.

Winnipeg.

POWDERED GLUE.—Higher prices appearing on powdered glue advance this line a further 3 cents per lb., which is accordingly quoted as follows:

Powdered Glue—Size, ¼-lb. pkts., 52c; ½-lb. pkts., 41c; 1-lb. pkts., 37c per lb.

20% Advance Is Named on Stove Pipe Mandrels

Winnipeg.

STOVE PIPE MANDRELS show heavy advance in the week's changes and are 20 per cent. higher as a result of this new revision. The present price appears firm and quotes the 36 x 4½ in. size at $12 each.

Round Syrup Cans Are Now 10% Higher

Winnipeg.

SYRUP CANS.—New prices named on syrup cans advance this line an approximate 10 per cent. on old prices; an occurrence which, it is said, can be solely attributed to the present acute scarcity of sheet tin which is at present worrying manufacturers of this class of goods. The raw material has also advanced considerably in price in recent weeks. The new prices appear firm and are quoted at:

Syrup Cans—Plain round, ¼ gal., $14.20; ½ gal., $20.60; 1 gal., $28.45 per 100.

Gasoline Cans Show a $1.50 Per Dozen Advance

Winnipeg.

SAFETY GASOLINE CANS have higher prices to the extent of an average $1.50 on one dozen lots. The new change, it is said, is not of a very heavy character when it is considered that the raw material is difficult to procure and the prices of same are being subjected to heavy and repeated advance.

Revised prices are now quoted at:

Gasoline Cans—Safety, ½-gal., $4.50; 1 gal., $5; 5 gal., $9.75 per dozen.

Set and Cap Screws Are Now Quoted Net List

Winnipeg.

SET AND CAP SCREWS.—Present market revisions also affect set and cap screws and advance these lines a further 17½ per cent. The new revisions affect both square and hexagon patterns and are now quoted at net, standard lists.

PITTSBURGH MARKETS

PITTSBURGH, June 24.—Production of both pig iron and steel has increased a trifle and the rate is now nearly, if not quite up to the rate in March, the best rate attained since October, 1918.

Steel shipments have increased but little, and are still hardly equal to production, though the additions to the large amount of steel accumulated are now small. In occasional instances mills are probably shipping somewhat more steel than they make. Early last week car supplies at some of the plants suddenly dropped off, the explanation offered being that this was due to the establishment of the railroad pools in lake coal and lake ore, under instructions by the Interstate Commerce Commission. A desperate situation had arisen as to lake coal, the Northwest being faced with a fuel famine next winter. The extra car shortage proved to be only temporary. Shipments of tin plate have been excellent, far in excess of the production.

The pig iron and steel markets are very quiet all along the line. There is business being placed, but it is only of routine character, the market being absolutely devoid of snap. Customers of the Steel Corporation are buying freely in so far as the corporation is willing to accept their contracts, and evidently have entire faith in the stability of the Corporation's prices, which are all in accordance with the Industrial Board schedule effective March 21, 1919. The Corporation has given another evidence of its disposition to hold prices down in having allotted some pig iron tonnages to regular customers in the Chicago district at $36 when the independent market is $43, this being in line with its policy on Birmingham iron, which the Corporation has not sold at above $38, the independent market being $42.

Regular customers of independents are limiting their purchases to absolutely known requirements in the case of independents that have particularly high prices, while in the case of independents that are only $10 to $20 above the Corporation prices it is the producer that limits the amount of business placed.

Contracting for Connellsville furnace coke for the second half of the year presents very difficult problems for both producers and consumers. The producers see a present coal market in the Pittsburgh district ranging between $8 and $10 per net ton at mines, and at $9 the market value merely of the ton and a half of coal required to make a ton of coke would be $13.50, while the cost of making coke would be say $1.50, making $15 for coke, to get back the coal value. Coal may be worth much less during the second half of the year, but no one can prove that it will be. To ask $15 for coke would mean that no sales would be precedents the conditions, that would be paid might mean a big loss, compared with what might be obtained for the coal.

The furnaceman, on the other hand, does not know whether pig iron is going to advance or decline, but seriously fears that it is going to decline. Some operators have offered "ratio" contracts at 4 to 1 on basic pig iron, which would mean $10.87½ for coke when basic pig iron is $43.50, valley, as at present. If pig iron went to $32 the coke would cost $8 on such a ratio contract, but according to precedents the conditions that would in the open market worth much less than $8, and thus the furnaceman is puzzled, just as is the case with the coke operator.

Contracts involving about 25,000 tons of coke a month have been closed on the 4 to 1 ratio basis, also contracts for a considerable tonnage at flat prices between $10 and $12. Some operators and furnacemen are indisposed to contract at all, and may get together on the basis of a monthly or weekly adjustment of price during the half year.

DO PAINT CAMPAIGNS PAY?

In figuring out whether a week's campaign will pay or not, the dealer must remember that it is doubtful if twenty-five per cent. of the houses in any community have used up to the limit of their requirements in floor paints and varnishes in order to give maximum protection to floors and woodwork. It is therefore a question of pointing out effectively what will result from continued neglect.

The Mason Tire & Rubber Co., Ltd., has been incorporated with head office in Toronto and capital of $10,000 to manufacture automobile tires and other rubber goods.

Heavy Importations of Fibres, Iron and Steel Products in May

Customs Figures Indicate Increase in Importations of Hardware Lines—Both Imports and Exports Show Increase Trade

OTTAWA.—The trade figures for the month of May, just issued by the Canadian Department of Customs, show a total trade for the month of $193,866,238, compared with $167,811,336 in May, 1919. The imports were $1113,447,899, compared with $71,344,816 for May, 1919. The exports of domestic produce were $97,342,578, as compared with $92,258,687 for the preceding year, and the re-exports were $3,075,761 as against $4,207,833. The total trade for the twelve months ending May 31st was $2,101,960,118, the exports being $1,163,770,493, and the imports $938,189,625. The duty collected during the month was $19,929,884 as compared with $13,964,643 in May, 1919.

Among the imports, textiles, fibres and their products were the largest of the classes, their value being $29,022,102 or over $16,000,000 more than for the same month last year. The greater part of these were from the United Kingdom. The imports of iron and steel and manufactures thereof came second, with $21,305,000, or nearly $14,000,000 more than in May, 1919. Vegetable and agricultural products, mostly foods, were $15,644,560 or $4,428,000 over the same month last year. Other classifications were: Animals and their products, $3,324,829; ores and metals, other than iron and steel, $5,092,760; non-metallic minerals, $10,995,837; wood and wood products, including paper, $3,876,501.

Wood and wood products, which includes lumber, pulp and paper, led the exports with $21,597,653, an increase of $8,605,000 over May, 1919. Exports of agricultural and vegetable products, mostly foods, were $19,835,377, or $22,451,498 below the same month last year. Other classes were as follows. Animals and their products, $13,856,134; fibres, textiles and textile products, $2,081,666; chemicals and their products, $2,098,745; iron and steel and manufactures thereof, $8,794,165; ores, metals and manufactures thereof, other than iron and steel, $3,734,730; non-metallic minerals, $3,380,198.—T. M. F.

Eliminate the Non-Essential

Producing the Most From the Expenditure of Energy

IT is undoubtedly a great art to know what to leave undone, and to know how to establish what the less important things are so that one's energy will always be directed along the most productive lines.

Writing in "The New Success," O. S. M. deals in an interesting manner with this important subject:

"How many people are so impressed with the importance of details, are so faithful to small things, that they expend their energies on trifles, and never have time for doing great things. The trouble is that half of us do not get the right perspective of life. We bring objects into the foreground which should be in the background. Life must be looked at as a whole. Many things must be subordinated, not because they are not important, but because they are relatively unimportant.

One of the most difficult things in the world is to get the right perspective of life, to keep in view the larger, and not let the smaller shut it out.

"Everywhere we see people jeopardizing the big thing for the little. While attending to some little picayune detail that ought to be left to a clerk, stenographer, or office boy, men lose some great advantage they might have gained had they been free to attend to it, just as shortsighted economists will lose a chance to make a hundred dollars in the future in trying to save fifty cents to-day. They do not realize that a small coin close to the eye can shut out the sight of a gold eagle.

We know many business men who keep their noses to the grindstone so closely, they are so completely buried in details, in attending to the little things themselves, that their larger interests suffer. No man is great enough to be a leader and at the same time bury himself in details. The one excludes the other.

The great thing is to get the right perspective, not to emphasize the wrong thing. The man whose head is buried in details cannot get a clear vision of his affairs as a whole. When absorbed in little things he is not in a position to plan large things.

"I have a friend, a most estimable man, who is so conscientious about doing little things to a complete finish that he never allows himself to neglect the smallest details of the most trifling matter. The result is, that, although he is a tremendous worker, his energies are so exhaused on trifles that he has very little strength or time for important things that need his attention. He has, indeed, been buried in trifles all his life. Painfully conscientious in his faithfulness to the minutest detail, he has lost the perspective of the larger, completer life which might have been possible to him. This man does not believe there are any such things as trifles, but that big things depend upon little ones. While there is much truth in this, every man of achievement well knows that there are hundreds of little things which are important if one only had time to attend to everything, but which must be sacrificed for the greater things.

"Of course, it would be desirable if we could do all of the minutest things which come in our daily life in the completest possible way; but we cannot do everything. Something must be subordinated, or else the great essentials will suffer.

Our common sense is given to help us discriminate, to show that while things may be important considered alone, we must look at them in their relation to the other, bigger things.

The man referred to will open a letter when he get to his desk in the morning, and will not do another thing until that letter is absolutely disposed of, everything referred to in it attended to. In other words, when he puts the letter aside that is the end of it. Then he opens another and proceeds in the same laborious, painful, minute way to the end. No matter how many people he has around him who could do some of the work as well as he, he attends to it all himself, because he does not want to take any chances with any detail. He is determined that nothing shall ever come back that will reflect upon his exactitude or show neglect even of the minutest things.

"Many a man's career has been pinched which might have been broadened if he had only learned the great art of eliminating the comparatively unessential.

No man can see things in their largest possible relations whose head is constantly buried in details. He must be able to look at things in their entirety, not at small unessentials, before his life will be very effective."

STAUNTONS LIMITED

Stauntons Limited have just issued a beautifully illustrated year book for the season of 1920 and 1921, which they say has been especially prepared for the assistance of those who sell wall papers. The book contains twelve pages of colored illustrations that depict a number of designs that are shown in a new line of wallpaper the firm are offering for the coming season. These appear amid modern appointments, so that those who are about to paper their homes may gain an impression of the appearance of each room when it is completely furnished. This firm also state that they have adopted a 22-inch standard of width which they claim lends a high decorative value to both the cheaper as well as a more expensive paper. Readers of Hardware and Metal desiring a copy of this book may have one on request from the above named firm.

Advertising Prolongs the Paint Selling Season

Advertising Has Overcome the Handicap of Paint Sales Being Confined to certain Seasons—Dealer Can Use This Factor in His Own Community if He Has This Problem to Contend with—Reasons Why Paint Advertising Should Be on a Twelve-Month Schedule.

FROM all parts of the Dominion come reports that the paint trade during the spring season of this year was very active. This may be due largely to the fact that properties neglected owing to force of circumstances during the years of war were entitled to a refreshing, and due partly to the general prosperity prevailing and the fact that high values now placed upon buildings necessitates more than ever their protection.

There is absolutely no reason why the spring activity in the selling of paint and varnish should not continue throughout the summer. The dealer who stops pushing paint when summer comes, who takes his paint and varnish displays out of his windows and moves the stock back from up front, who discontinues his paint advertising in the local newspapers and his circularizing, and who stops thinking and talking paint among his customers, is the worst sort of quitter.

There is no question that the judicious use of advertising is a big factor in prolonging the paint sale season. Insofar as they relate to buying, seasons are almost unthought of in most lines. There are some goods which are, however, affected to a large extent by the "seasonable" hoax. One of the best examples of what advertising has done to overcome this handicap is that dealing with the toy industry, says an article on the subject in the "American Paint and Oil Dealer." Some years ago there were but two buying seasons for toys—fall and spring, with the possible exception of the two or three weeks preceding the Christmas holidays when the toy manufacturers were kept very busy. To-day all seasons are buying seasons for all lines, with few exceptions.

Advertising is the factor which has made possible this transition. Of course advertising was done at the time when "seasons" were in vogue, but those who did the advertising believed there was no business to be secured "out of season" and therefore gave no thought to publicity except when the buying seasons were on.

Broader Usefulness Applied to Advertising

At a later stage when a broader usefulness was applied to advertising principles, it was seen that the time when advertising would do its best work was when business was quiet. As advertising seasons were eliminated the buying seasons were prolonged, and to-day every season is a buying season.

It is not difficult for those in the trade to remember when paint was only a seasonable commodity — unfortunately this opinion is held to some extent even to-day. While it cannot be gainsaid that paint is not to a great extent a seasonable commodity, yet the proper application of advertising will prove a great help in overcoming the disadvantages of having the paint trade confined to certain set seasons. Discussing this subject recently, "Printer's Ink," after showing the necessity for a campaign that would create a demand for all kinds of building material in all seasons of the year, said:

"While it is true that a number of manufacturers and a few associations in this line have seen the wisdom of continuing their publicity through most of the year, still, as a whole, building advertising has been largely seasonal. The big drive is usually confined to but three or four months.

Merchandising Mistake to Reach Only the Spring Painter

"The campaign generally is planned with the idea of catching the interest of the spring builder. Close students of the building situation claim this is a merchandising mistake. There are three principal reasons, they say, why building materials should be advertised on a twelve months' schedule. One is that most persons mull over their building plans for from three to five years before they actually undertake the project. Advertising to these people in the spring only is obviously not enough. Their enthusiasm for the house of their dreams should be kept aflame throughout the year.

'The second reason is that the placing of building contracts or the buying of homes is no longer confined to the spring. There is such an acute housing shortage that people are obliged to build or to buy when they can, whether it be summer, fall or winter. To keep these folks from getting discouraged, the advertising should be kept going without a stop.

Much Painting Held Over to Summer and Fall Through Scarcity of Painters

"The third reason for twelve-months-a-year advertising activity is that the repair end of the building material business is an important item. Because of the difficulty of getting painters, paperhangers, electricians, etc., many householders who only have repair or refinishing work to be done are obliged to wait until the slack season. This means that the work they would ordinarily have done in the spring must now be attended to in the late fall and winter. If advertising is to reach these persons at the proper time it is evident that it cannot be confined to any particular season.

"The building and paint advertiser, therefore, should enter the twelve-months' class. The trouble with seasonal advertising is that it tends to compact the industry's business into too short a space of time, and this prevents a profitable handling of the sales. Yearly advertising, on the other hand, spreads out

(Continued on page 64)

Livening Up Summer Paint Trade

"During the hot summer months the service about the average paint department is mighty apt to be on the wane," says a Western merchant. "Especially is the attention to the customer liable to slump a little. We do our utmost to give our customers the best possible attention because the temper of the average customer on a hot day is at a very high tension and any little inattention that might be overlooked at any other time, would start a fight on a hot day in July or August. So we try not to let the sultry weather dull the keen edge of our courtesy at this season. We have a few complaints about our store. Any well-regulated business has them. We try to be as diplomatic as possible, telling our customers that we have always advertised he was right."

"Save the surface and you save all" Paint & Varnish

SIGN OF MERIT
BEST B M & Co MADE

"Save the surface and you save all" Paint & Varnish

MOORE'S PAINTS

Do a Better Job In a Better Way

Moore's Paints and Varnishes do a better job, with more reliable service and smooth finish for the consumer while they increase business for the dealer. All Moore Paints are fully guaranteed to give satisfaction—or money refunded, and we back it up. Write for full information of our money- and business-making agency propsition. Here are a few of our fast sellers:—

"Impervo" Porch and Deck. Tile-Like, Mooramel, Auto Finish, "Muresco," "Impervo" Varnishes, Morelustre Enamel. Barn Paint, Moore's Floor Paint, Sani-Flat, High Gloss Enamel, Carriage Enamel, Wagon and Implement Paint, Shingle Stain.

Benjamin Moore & Co.

LIMITED

Paints, Varnishes and Muresco

If interested, tear out this page and keep with letters to be answered.

The Brush Department

The "Service" Dealer is Progressing

Service in Brush Sales as Important as Any Other Department—Help Customer to Side-Step Difficulties in Painting and More Brushes and Paint Will Be Sold.

IT IS being demonstrated more clearly every day that the dealer who is giving service and cultivating the confidence of his customers is the one who is progressing. This extending of service in the form of information and other helps to the customer, can be applied to the brush department with equal success. It is well to plan a system whereby the customer will come in for a good deal of consideration.

A customer comes into the average hardware store to buy some paint. The dealer possibly goes to some trouble to see that he gets just the right paint for the job. He will perhaps give minute directions as to its use, and when he comes to sell the customer a brush the chances are he neglects to extend the same helps.

Getting the right brush is a most important part of the painting, and all the pains the dealer takes in directing the customer as to the correct paint to use will be discounted in effect to a marked degree if the right brush is not recommended. Many a job has not been well finished because the hardware man did not talk brushes to the customer or explain why a certain brush would give the best results.

Too Many "Last Season" Brushes Used

The man who bought the paint had it in mind to used a brush which had been used the former season but which had not been taken care of in the interval. He found the old brush as hard as only a brush that had not been used for a year could be. After working around with it for an hour or so perhaps he got it into a condition where it was at least semi-pliable, and started to work. It was plain from the start that it was not working right and would not work right, and yet the worker, rather than lose any more time, and anxious to get the painting done, went on. At the end he had a job that in spots looked as if the paint had been thrown on. There were bare spots and rough spots and streaks.

Such cases are common, and the difficulty can be obviated if the hardware dealer or his clerk suggested in the first place that when the customer was spending money on paint he should guarantee a good job by the extra expenditure required for a new brush. The man would have saved time and money and would have had a satisfactory job that would have encouraged him to do more painting instead of looking forward in the future to sidestepping any more such work and trouble.

Most Customers Fail to Consider Brush Question

Herein lies an opportunity for boosting sales of brushes and of rendering real service to customers. Most customers fail to seriously consider the brush question when starting to do painting. Working with too small a brush will make hours of extra work, and this is trying on their temper.

When the man is buying the paint is the time to sell the brush. When the customer gets home and does a nice job in quick time he appreciates the suggestion made by the hardwareman. While it may seem that this is a small service, it is in reality a big one, making as it does for that more or less intangible quality that establishes goodwill for a store or merchant. Goodwill is usually founded on just such little things in each department of the store.

WOOD PROTECTION

June issue of "Conservation" states as follows:

"The effect of the lumber scarcity, and its antecedent, the depletion of the forest, is being felt by the ambitious householder who undertakes to make his own repairs or improvements. Costs of material are rapidly mounting, and the expense entailed causes a delay in making repairs.

"In many cases, however, the necessity for repairs is due to delay in protecting woodwork. By the use of paint, much of the labour and expense of renewal would be obviated. It is remarkable how little thought is given to the protection of wood where it is exposed to the weather. The alternate absorption and drying out of moisture are conducive to decay. By painting the woodwork, moisture is excluded and the life of the wood will be greatly lengthened.

Can Market Canadian Paint in New Zealand

Since 80 per cent. of the dwelling-houses of almost all farm buildings and, in the country, most of the commercial buildings and hotels of New Zealand are constructed of wood, it may be understood that paints and varnishes occupy a prominent position in the import list. They were extremely difficult to obtain during the war, and for that reason much work was deferred until supplies became more plentiful and prices more moderate.

In the meantime American goods made up to some extent the shortage from the United Kingdom, and Australia much improved its position as a supplier of this country's needs in respect to both paints and varnishes, putting on the market a well-got-up and serviceable article. The exchange position, however, has much reduced the volume of "future" business going to the States. In the meantime supplies from the United Kingdom are coming to hand slowly, and the prices are such that only the barest minimum of renovation work is being done.

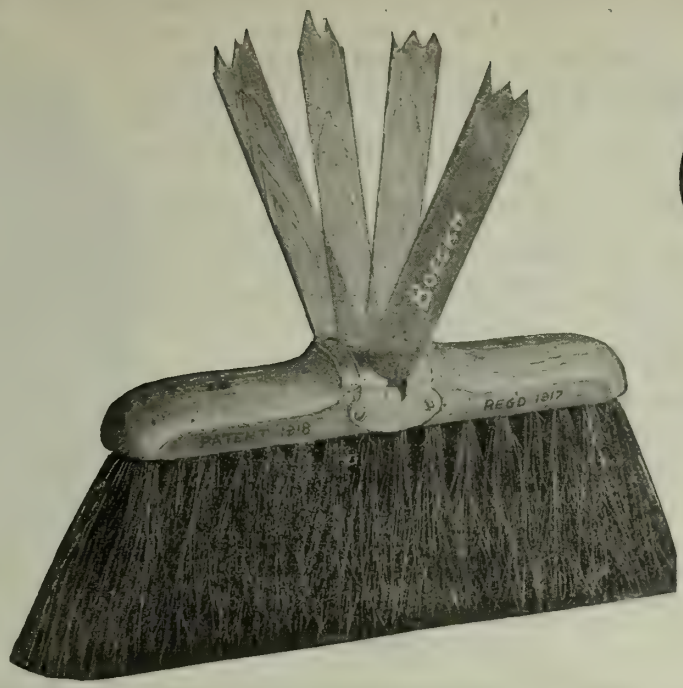
American paints and enamels are attractively presented to the eye of the purchaser, and they are ably introduced and sold. Their advertisement is often very convincing; but so far as big work is concerned, such as railways and Government undertakings generally, British goods are preferred.

Paint and varnish are made in New Zealand, but the industry is not on an extensive scale. Local manufacturers do not receive the encouragement that they look for from Government departments; they are not at present a factor in the market to give exporters to the Dominion much concern. The Australian paints, white lead, varnishes, and boiled and raw oils are now making their influence felt, and unless some concession is given in the form of price by British manufacturers they are likely to dominate the market, or, at any rate, eo expand in that direction. This does not refer to specialties like bath enamels and stains.

The retail trade in roofing paints is extensive, as the number of people of moderate means, including working people, who own the dwellings they occupy is large, and the high price of labor compels them to paint their own roofs. The American paint manufacturer's literature makes an eloquent appeal to such users, who could be similarly approached by British advertisements and descriptive matter.

Linseed Oil May Soon Be Lower

Montreal.—The linseed oil situation is still rather unsettled, but the consensus of opinion points to a revision of prices downward. Considerable oil has arrived from the British market, and this will have the effect of keeping prices of Canadian and American oil down, even though prices at present are high. One crusher pointed out to Hardware and



BOECKH'S

Adjustable Screw Lock Handle for Carpet or Floor Brooms

The exactness with which it supplies a long felt want for the consumer assures gratifying sales for the hardware merchant.

It is readily adjustable for the tall or short person or for sweeping under furniture, in odd corners, etc. The position of the Handle is altered simply by loosening and tightening the "Screw Lock." The handle should always be screwed tight.

By changing the handle from one side to the other every week the life of the broom is materially lengthened, and the sweeping surface is kept even. The broom end should not rest on end when not in use nor be used in water.

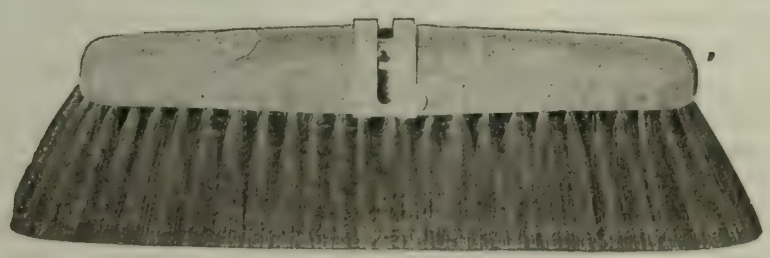
Its merits—its simplicity and attractive appearance are plainly evident at a glance—which makes it one of the best selling features on the market.

Every Brush Guaranteed

The Boeckh Company, Ltd.

TORONTO, CANADA

Established 1856



If interested, tear out this page and keep with letters to be answered.

Metal this week that before another week has passed he expected prices would be considerably reduced from present levels. A decline of 25 cents or more per gallon may soon manifest itself, he intimated, and in the meantime many jobbers have taken care of orders previously in their hands and these are pretty well cleaned up.

Martin-Senour Co. Expanding

The Martin-Senour Co., Ltd., Montreal, is making extensive alterations to its plant in Montreal which will give them an additional floor space of between 20,000 and 30,000 square feet. Rearrangement and additions to the manufacturing plant, together with increased stock-handling space, will facilitate the handling of increasing business.

The Martin-Senour Company started manufacturing in Canada in 1906. Previous to this time some of the company's products were distributed in Canada through the jobbing trade. The first factory was established at 142 Inspector Street, Montreal, and this was vacated in 1909 for larger premises on Mount Royal Avenue and Drolet Streets. In 1910 a varnish plant was erected on Greenshields Avenue and Beaumont Streets. In 1914 the present factory was erected and occupied, with modern machinery installed.

The new extension will consist of three stories, and this will be added to one-half of the present structure. Manufacturing plants have also been established at Winnipeg and Vancouver, with distributing warehouses operated at Halifax and Toronto.

ADVERTISING PROLONGS THE PAINT SELLING SEASON

Continued from page 60

the sales and gives the advertiser a better chance to care for his orders. Also by pressing constantly against the market's outskirts it often succeeds in pressing them back, and this enlarges the advertiser's field.

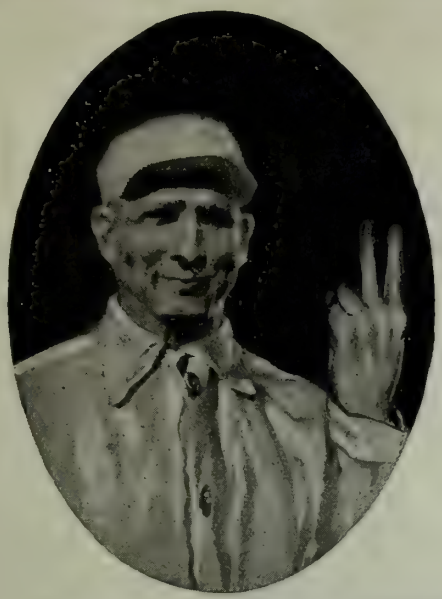
The advertising to be done along the lines suggested embraces a broad field. Suggestions for ads. are appearing in each issue of Hardware and Metal. Property owners can be urged to make an examination of property which has not been properly protected, and the likelihood is that they will be very much impressed with what they find. By advertising, the dealer can keep after the prospect who has not acquired the painting habit. Many of them will be surprised once they realize the extent to which the elements have been feasting on unprotected wood and other things.

For advertising purposes the slogan, "Examine your house," or any other simple sentence conveying that idea can be adopted for the campaign. Boost paint and varnish sales by getting close to the needs of your trade and thereby devising some means of getting property owners to a closer realization of the need of protection by painting. A constructive campaign along these lines carried on through advertising will do much to do away with "seasons" in paint selling.

How Hardwaremen Advertise Paints---No. 12

LINKING up the appeal of protection as well as beauty as a two-fold benefit from painting, this ad. by Horsley & Lorse, Ltd., Naicam, Sask., makes a point of the fact that the paint which serves best as a protection and beautifier, fulfills the dual purpose and the paint which serves the longest, effects the greater saving.

The ad. emphasizes the fact that it is mistaken economy to buy cheap paint, pointing out that while there is a saving on the initial cost the final cost represents extravagance in view of the fact that a gallon of cheap paint goes only about half as far as a gallon of good paint, and the result of using cheap paint will be to make the building look shabby after a few months of wear. The ad. concludes with a listing of the paints in stock for various purposes and asks for an opportunity of quoting on customers' requirements.



"Two Things"

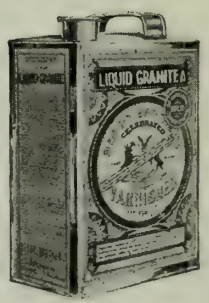
says the Luxeberry Painter, "are desirable in varnish—quality and uniformity. They make the finest finishing possibilities a pleasant routine instead of an uncertain hazard.

"I always use Berry Brothers' products because their uniform quality enables me to produce a finish that satisfies me and pleases my customers."

Berry Brothers' Finishes sell easily because the "Berry" label is their best salesman.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur, Ont.
Whites Ltd., Collingwood, Ont.
Sanderson, Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man.
Wood, Vallance & Adams, Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Co., Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.



BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONT.

The Paint Man's Best Friends

BOWSER ESTABLISHED 1885 **Paint Oil Storage Outfits**

They prevent evaporation and gumming; leakage and spillage. Keep the oils pure and clean; keep the oil room clean and free from fire hazard.

Measure oils accurately, quickly, without loss and in a clean satisfactory manner.

Fig. 115 Pumps on Sales Floor. Tanks anywhere in basement.

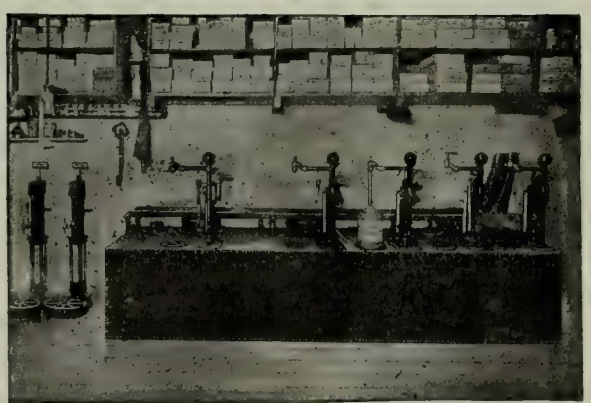


Fig. 109 First Floor Outfits.

May be installed where most convenient: require but little floor space.

BOWSER Storage Is: Systematic—Clean—Saving Sanitary—Practical—Safe

S. F. BOWSER COMPANY, Limited
66-68 Frazer Avenue,
TORONTO, CANADA

Sales Offices In All Centers Representatives Everywhere

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, June 24. — While some uncertainty exists with regard to the price on linseed oil, many well-informed trade sources expect that prices will be lower very soon, probably before the week-end. The arrival of English oil, and encouragement regarding heavier seed supplies here, justifies the forecast that oil will rule easier. In the meanwhile there has been a fair demand from the trade for supplies, and yet orders held by the paint manufacturers have been quite well liquidated.

Turpentine is still high in price but a decline is anticipated on this commodity. The tendencies are easier than they were a week ago, although such quantities as have been received locally have been quickly distributed.

Paris green is actively in demand, from Western jobbers in particular. Putty, white lead in oil and general lines are selling well.

Many Expect Lower Linseed Oil Basis

Montreal.

LINSEED OIL.—Before the end of the present week it is probable that linseed oil may have reached a lower figure and at the moment there is some uncertainty as to the price. The arrival of English oil has effected a change in the local market conditions, while some are expecting more supply of the seed for crushing here. This means that an early decline of price is looked for, and one crusher intimated that prices may average around $2.25 per gallon or even less. There has been quite a general filling of orders by paint makers and others, and from now forward it is expected that necessary quantities of oil will be forthcoming without much trouble.

Raw—	Imp. Gal.	
1 to 2 barrels	2 45	2 60
3 to 4 barrels	....	....
Boiled—		
1 to 2 barrels	2 47½	2 62½
3 to 4 barrels	....	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Turpentine May be Lower in Few Weeks

Montreal.

TURPENTINE.—A tank car of turpentine arrived in Montreal this week but was quickly bought up. The situation is not any more difficult but there appears to be little surplus of turpentine on this market. The demands are satisfied in a large measure by supplying limited quantities to customers, and while there is no immediate price change some are looking for a reduction in the price in the near future.

Turpentine—	Imp. Gal.	
Single barrels	3 35	3 60
Small lots	3 70	3 90

(Packages extra)

Enough Putty to Meet Demands; Price Is Firm

Montreal.

PUTTY.—There is a seasonably fair demand for putty at unchanged prices and despite the fact that whiting is still scarce, dealers have been able to supply the trade with their requirements.

PUTTY—	5 ton	1 ton	Less than ton
Bulk, in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

White Lead Demands Seasonably Active

Montreal.

WHITE LEAD IN OIL.—There has been a fair demand right along for white lead in oil, and paint makers are well satisfied with the volume of trade. The basis is unchanged and prices in effect will probably continue as they are for some time to come. The present basis for Government standard lead is $19.50 per 100 pounds in 5-ton lots; $20 for 100 pounds for ton lots and in smaller quantities the price is $20.35.

Maintained Demand For Prepared Paints

Montreal.

PREPARED PAINTS.—Market conditions are steady and quite active for this time of the year. Manufacturers state that they had not expected orders to come forward in such volume and the market is generally an active one for this time of the year. The undertone is steady and unchanged.

Paris Green Active With Firm Undertone

Montreal.

PARIS GREEN.—There has been an active enquiry and sale for Paris green throughout the Western Provinces. This is attributed to the grasshopper menace and some of the producers are expecting supplies to be severely taxed in filling belated orders. One manufacturer claims that unless the demands are unduly heavy they may have enough to see the season through. The market is a firm one.

TORONTO

TORONTO, June 24.—The feature of this week's market is a further decline in the price of turpentine, a further 25 cent reduction having been made. White lead in oil is in good demand and sales are very brisk, with a tendency ttowards shortage. Putty is also scarce and the price is held very firm owing to the difficulty of securing whiting supplies. Ready-prepared paint is also enjoying a good seasonable demand. Jobbers state that they are handling a very brisk sorting business and that fair shipments are daily going out of their warehouses. The glass situation has been materially relieved by shipments of Belgian glass, and some have hopes for at least partly overcoming the shortage before the heavy fall buying season sets in. Collections continue to come forward promptly.

Shellacs and Varnishes Firm; Price Unchanged

Toronto

VARNISH AND SHELLAC is having a very satisfactory movement and fair quantities are daily being shipped. The present quotataions are very firm and the tendency is upwards, although little change has been recently been made in the prices which are as current quotation pages.

Movement of Prepared Paint Very Brisk

Toronto.

PREPARED PAINT of nearly all kinds still has a very favorable demand, and it believed that nearly all in the trade are enjoying a very good business turnover on this line. Jobbers state they are doing a good sorting business and that nearly all stock that is going out now is to refill the dealers shelves. The present quotations are as per current quotation pages.

White Lead in Oil Sales; Very Satisfactory

Toronto.

WHITE LEAD IN OIL is also moving readily, and those in the trade seem very well satisfied with the business that is being offered. It is stated that

The Unconquerable White

The Right Enamel
To Enamel Right.

A. Ramsay & Son Company

Makers of Property Preserving Paints and Varnishes for 78 Years

Toronto · **MONTREAL** · **Vancouver**

DISTRIBUTORS:

Edmonton District: Revillon Wholesale Limited, Edmonton
Calgary District: The McDonald Baker Company, 818 8th Ave. W., Calgary
Nova Scotia: James Simmonds, Limited Halifax, N.S.

If interested, tear out this page and keep with letters to be answered.

corroders are doing a very favorable export business, and between the foreign demand and the home demand are kept very busy manufacturing their product. Owing to the large requirements there is a tendency towards shortage, some having difficulty in securing sufficient supplies. The quotation on pure white lead in oil remains unchanged, the price being $20.35 per hundred pounds in ton lots, and $20.70 per hundred pounds in less than ton lots.

Shipments of Belgium Glass Recently Arrived

Toronto.

WINDOW GLASS.—Some fair shipments of Belgian glass have come to hand recently and jobbers state they have better stock on hand now than they have had for many months. This, however, they state is moving very quickly as during the early spring many back orders were held over, and the filling of these back orders as well as the present demand has created considerable activity on this commodity. Many have hopes that the near future will show a decided improvement in supplies and that the scarcity may be overcome before the heavy buying season comes in. The present quotations on glass are very firm, single and double diamond still being quoted at 15 per cent. discount from the list, while the cut lights are quoted at 40 per cent. discount from the list.

Putty Prices Firm; Whiting Shipments Tardy

Toronto.

PUTTY. A heavy demand has been noted for putty, and manufacturers state they are still faced with the difficulty of securing sufficient supplies of English whiting, and also state that shipments of other brands of whiting are also tardy. Little change has been made in the price, and the present quotations are held very firmly and are as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$6 85	$7 10	$7 45
Do., in 100 lb. irons	7 70	7 95	8 30
Do., 25-lb. irons	7 95	8 20	8 55
Do., 12½-lb. irons	8 20	8 45	8 80
Bladder, in barrels	8 60	8 85	9 20

Pure putty, $2.50 cwt. advance.

Ottawa prices are 25c; Hamilton, 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quo-

Prices on Linseed Oil Remain Steady

Toronto

LINSEED OIL.—Crushers state they still have difficulty in securing sufficient seed for their purpose, and while it is believed that there is considerably more oil on the market the situation is still rather tight so far as supplies are concerned. Railroad transportation difficulties have been the chief cause for aggravating the situation as crushers state they have considerable seed tied up at ports of entry but have been unable to complete shipment to the mills owing to the freight tie-up. It is hoped, however, that the railway transportation situation will soon right itself and that crushers will be able to receive their seed in more satisfactory quantities, and should this be the case many are looking forward to lower prices on this commodity.

The following are the present quotations:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	2 50	2 65
3 to 5 barrels, gal.	2 49	....
10 barrels and over, gal.	2 47	....
	Boiled	
1 to 2 barrels, gal.	2 53	2 68
3 to 5 barrels, gal.	2 52	....
10 barrels and over, gal.	2 50	....

Prices shown are those ruling on Thursday of curent week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal. higher than single barrel price.

Further Decline of 25c Made on Turpentine

Toronto.

TURPENTINE.—A further decline has been made on the price of turpentine this week which lowers the quotation 25 cents per gallon. The tendency is for still lower prices in the near future it is stated. Many are looking for a decided increase in this season's receipts over those of last, and base their opinions on the satisfactory receipts which are coming forward daily. Considerable improvement has been shown in the turpentine situation locally, it is stated, and the famine which has been prevailing has been practically relieved and a fair amount of turpentine is available, although it is stated that large quantities are still needed to fill up the empty tanks as a result of the recent famine. However, it is hoped that this situation will soon right itself, and now that the railway transportation is improving many are again watching the markets in the South and have hopes for still lower prices in the near future. This, however, might be expected at this season of the year, but how soon this becomes effective depends on conditions. The following are the present quotations:

Turpentine—	Per imp. gal
1 barrel lots	3 25
2 to 4 barrel lots	3 24
5 gal. lots	3 40

Painters and Supply Houses Hold Annual Picnic

The annual picnic of the Master Painters and Decorators, held last week at Weekes' Grove, North Toronto, was the most successful outing held by them since the inception of the association. A splendid program of sports was successfully carried out, and the main feature was a baseball game between the Master Painters and the Supply Houses, which was won by the former by a score of 15 to 13.

Paint Sorting is Still Active

Montreal.—In speaking with a large Canadian paint manufacturer in Montreal this week, it was pointed out that repeat or sorting orders from the trade were very active. This condition seems to prevail in manufacturing circles generally, and there is more business passing at the present time than had been expected. This indicates that the consumer is buying freely and that much painting is in progress throughout the country. Spring orders, as before pointed out in Hardware and Metal, were very heavy and this sorting business being so active indicates that stocks have been passed along to consumers regularly. The season has been one of the very best, if not the best, in the history of the trade.

Corporations to Protest to Sir Henry Drayton

Montreal.—A deputation representing several hundred millions of invested capital will leave Montreal for Ottawa to voice a protest against the recent changed ruling of the Government with regard to the sales tax. A few days ago notice was received from the Government that all public services and corporations buying direct from manufacturers or importers would have to pay the full two per cent. sales tax. For the Canadian Pacific Railway alone this means a charge of at least a million dollars a year.

WHERE AND WHEN STORES ARE CLOSING

Continued from page 43

NORTH SYDNEY—Stores close Wednesdays at 1 o'clock from May to November inclusive. Also Tuesdays and Fridays at 6 o'clock. Mondays and Thursdays at 8.30 o'clock.

PICTON—Stores close Wednesdays at 12 o'clock from June to September inclusive. Also evenings at 6 o'clock except Tuesdays and Saturdays.

SYDNEY MINES—Stores close Wednesdays at 1 o'clock all the year round except from December 15 to January 1. Also close every night at 6 o'clock except Tuesdays and Saturdays.

ST. STEPHEN—Stores close Thursdays at 12 o'clock from June to September inclusive. Also every evening at 6 o'clock except Saturdays.

SYDNEY—Stores close Wednesdays at 1 o'clock from June to September inclusive.

TRURO—Stores close Wednesdays at noon during June, July and August. Daylight-saving time in force from June 13 to August 29.

YARMOUTH—Stores close Fridays at 12.30 o'clock throughout the year except December.

PRINCE EDWARD ISLAND

CHARLOTTETOWN—Stores close Wednesdays from June 15 to September 15. Also every evening at 6 o'clock except Saturdays.

SUMMERSIDE—Stores close Wednesdays at noon during July, August and September. Also close at 6 o'clock except Saturdays.

WINDSOR—Stores close Thursdays at 12.30 o'clock from June to September inclusive. Also close every evening at 6 o'clock except Saturdays.

Only One Jap-a-lac

And that is Glidden Jap-a-lac.

Like many another good product, Jap-a-lac is imitated. And as might be expected, its imitators fall far short of the original.

Because of these facts it is important that you sell the genuine Jap-a-lac. Its true, lasting colors, long-wearing qualities and worth of every kind assure satisfied customers for you and result in many repeat sales. It is in these repeat sales — sales without effort on your part — that your greatest profit lies.

There is a Jap-a-lac Household Finish for every home purpose. Stock up *now* with a complete line.

Write for our dealers' proposition.

THE GLIDDEN COMPANY, Ltd., Toronto, Ont.

Branches at Montreal and Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Dominion Ammunition—Discount 30/10%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.....	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2....	$ .25	Group 3....	$ .50
Group 4....	.75	Group 5....	1.00
Group 6....	1.25	Group 7....	1.75
Group 8....	2.25	Group 9....	2.75
Group 10...	3.25		

Bench—No. 1, doz...........$17 50
No. 2, doz........... 17 60
No. 3, doz........... 19 80
No. 4, doz........... 21 56
No. 5, doz........... 23 76
No. 6, doz........... 26 40

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a l

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$3.00.
F.O.B. Montreal, Toronto

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	13/16.....	$12.00
4/16.....	5.00	10/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:
Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING Dozen
No. 1, Daisy $38 00
No. 10, Daisy 43 00
No. 33 .... 20 00
No. 35 .... 34 00
No. 36 .... 39 00
Perfection 48 00

BOARDS, SKIRT—
No. 11, doz. $14 00

BOARDS, SLEEVE—
No. 3 dozen $7 00

BOARDS (Wash) Zinc. Doz.
Baby Globe $2 75
Beaver (brass) 9 00
Canada Glass 9 00
Competition Globe (metal).. ....
Diamond King (glass)...... 8 00
Enamel Queen 9 00
Glass Globe 8 00
Improved Globe 6 00
Jubilee 6 65
Neptune 6 00
Newmarket King 6 65
Original Globe 6 75
Pony 2 75
Royal Globe 6 00
Solid Back Globe 6 75
Standard Globe 6 00
Surprise ....
Supreme Zinc ....
Western King (enamel) 9 00
F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)
30-gal., standard 15 00
30-gal., extra heavy $18 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.
Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.
Machine Bolts, 7-16 in. dia. and larger, list plus 10%.
Sleigh Shoe Bolts, all sizes, list plus 10%.
Coach and Lag Screws, 15%.
Square Head Blank Bolts, list plus 10%.
Bolt Ends, list plus 10%.
Plow Bolts, 1, 2, 3, HEADS, net list.
Plow Bolts, others, list plus 20%.
Elevator Bolts, large heaad, list plus 10%.
Elevator Bolts, corrugated heads, 20%.
Fancy Head Bolts, list plus 10%.
Shaft Bolts ($3 list), list plus 10%.
Step Bolts, large head ($3 list), list plus 10%.
Whiffletree Bolts, list plus 10%.
Nuts, 2 in., and smaller, square Blank, add to list $2.25.
Nuts, 2 in. and smaller, square Tapped, add to list $2.75.
Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.
Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.
Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX
Lump Crystal Borax, lb..11c-12c
F.O.B. Montreal, London, Toronto.

BRASS Base
Sheets, 24 gauge and heavier, base $0 40
Rods, base ½ to 1 in., round 0 37
Tubing, seamless, base 0 46
F.O.B. Montreal and Toronto.

BROOMS Doz.
No. 5, 4 strings $13 50
No. 5, standard 8 90
Little Beauty 10 75
Royal Blue 16 10
Less regular jobbers' discount.

BUTTS Wrought Steel:—
No. 840 ....add 20%
No. 800 ....add 25%
No. 838 ....add 7½%
No. 808 ....add 10%
No. 804 ....add 5%
Nos. 802, 842, 844........add 25%
Uo. 810 ....add 55%
No. 814 ....add 60%
F.O.B. Toronto, Montreal London, Hamilton.

CANS
For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT
Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

CHAIRS Dozen
Step ladder $36 00
Step ladder stools 20 00

CHOPPERS, FOOD
Universal—Dozen, No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.
Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.
Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS
List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.
List prices power churns—No. 0, $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.
Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.
Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER Gross
Satinette $24 00
Nu-Way 21 00

CLIPPERS. HORSE
New Market, $3.50 per pair.

CLOCKS—ALARM—
Big Ben $4 00
Good Morning, each........ 1 60
Lookout 2 00
Sleepmeter 2 15

CLOTHES BARS AND DRIERS Per Doz.
Leather Clothes Dryers ....$.....
Clothes Bars, No. 1.......... 14 40
No. 2 .... 19 00
No. 3 .... 14 40
No. 4 .... 13 00
No. 5 .... 15 00
No. 6 .... 17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Calvanized)
No. 1,000 ft.
18—100 ft. lengths $7 15
18— 50 ft. lengths 7 80
19—100 ft. lengths 6 25
19— 50 ft. lengths 7 00
F.o.b. Montreal, Toronto, London.

COBBLER SETS
Common, per set $0 93

CLOTHES LINE REELS Doz. net
No. 3 .... $18 00
No. 3½ 19 65
No. 4 .... 25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 25%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 3 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY— Doz
No. 111 .... $1 85
No. 121 .... 1 96
No. 127 .... 2 80

CATTLE
98 ....$2 15
100 .... 3 00
F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont.	Toronto
Casting ingot, see weekly report.	Base	Base
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 44	0 44
Plain Tinned, 16 oz. and heavier, lb....	0 45	....
Polished and Tinned, 16 oz. and heavier, lb.	0 50	...
Tubing, lb.	0 46	0 48

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING
Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)
No. 6, lb. $1 10
No. 7, lb. 1 09
Nos. 8, 9, 10, 12.......... 1 08
F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs.

DOORS SCREEN
Kasement, No. 2, oak stain, varnished:
2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....
Prices withdrawn

DRILLS
Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank List each.

⅛.........	$0.45	19 32......	$1.20
5/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.80	27 32......	2.00
13 32......	.85	⅞.........	2.10

WE HAVE EVERYTHING FOR

THE PLUMBER, ALL INGOT METALS, BABBITT, SOLDER, LEAD PIPE, SHEET LEAD

WE SHIP PROMPTLY

THE CANADA METAL CO. LIMITED

HAMILTON MONTREAL **TORONTO** WINNIPEG VANCOUVER

WHITTALL CANS

for

Meats Vegetables Milk Syrup Fish Paint Etc.

PACKERS' CANS

Open-Top Sanitary Cans and Standard Packer Cans

with Solder-Hemmed Caps

A. R. Whittall Can Company Ltd.

MONTREAL

Established 1888

Sales Office: 202 Royal Bank Bldg. TORONTO G. A. Willis, Sales Mgr. Phone Adel. 3316.

Sales Office: 806 Lindsay Bldg. WINNIPEG Repr.: A. E. Hanna

New Interest Aroused

THIS opportunity of big bicycle business will be knocking at your door all summer. There are a great number of people who have become interested in C.C.M. Bicycles through our present advertising campaign, which has aroused them to the joys of cycling on an easy-running bicycle.

This is the opportunity for the live merchant to find these prospects, bring them to his store and sell them one of these famous makes.

C·C·M· Bicycles

90% Made-in-Canada— 100% Value

RED BIRD—MASSEY—PERFECT CLEVELAND—COLUMBIA GENDRON—IVANHOE

Canada Cycle & Motor Co., Ltd.

Montreal, Toronto Weston, Ont., Winnipeg, Vancouver

If interested, tear out this page and keep with letters to be answered.

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.50
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	13 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills	42½%
Blacksmiths', ½-in. shank	27½%
Straight Shank	27½%
Straight Shank, wire	27½%
Taper Shank	27½%

DUSTERS, HAND

O-Cedar $9 00
Discount 80%.

EMERY CLOTH

See under Sandpaper.

ENAMELWARE

See prices under heading Wares.

FILES AND RASPS

Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer.	50
Nov. 1, 1899.	%
Kearney Foot, Arcade	50
J. Barton Smith, Eagle	50
P. H. and Imperial	50
Disston Brand	40
Globe	50
Nicholson	27½
Black Diamond	27½
Delta Files	20
Firth Files	50

F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS

Cast iron fittings, net list; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under, 30%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 70	0 80
B	0 28	0 39
C	0 18	0 28

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4- in. and under	60%	..
4½-in. and larger	50%	....

4- in. and under, running thread, 30%

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.

Over 40 lbs. and 2 in. thick	$3 50
Under 40 lbs.	4 25
Ri-Treadle, each	7 00
Cycle BB	9 40

GRIND STONE FIXTURES

	Doz.
No. 22	$ 9.00
No. 33	10 70
No. 2½	11 15
No. 3	11 70

F.o.b. Toronto.

HALTERS, LEATHER Doz.

Russet, rope tie, 1 in.	13 80
Black, rope tie, 1 in.	14 60
Black, rope tie, 1¼ in.	16 80
No tie, 1 in.	21 60
No tie, 1¼ in.	24 60

HALTERS, ROPE Doz.

Sisal, 7-16 in.	$24 75
Do., 9-16 in.	37 50
Jute, 7-16 in.	24 75
Do., 9-16 in.	37 50

HAMMERS, SLEDGE

Can, 5 lbs. and over, cwt.	$19 25
Under 5 lbs.	24 00
Masons, 5 lbs. and over, per cwt.	22 00
Masons, 5 lbs. and under	27 00
Napping, up to 2 lbs.	.....

F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)

All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.

Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.

O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR

	List
Atlas, No. 0	$13 35
Atlas, No. 1	13 80
Atlas, No. 2	15 85
Stearns, 4 in.	9 80
Stearns, 5 in.	13 25
Perfect, No. 1	10 50
Canada	13 25
Hatch	13 25
National	15 00
America	18 00
Great West	30 00
Storm King Hangers	19 50
ers, doz.	14 00
Steel track, 1¼ in.	.....

HEATERS, ELECTRIC

Glower Heater	9 00
Heatray Heater	11 00

Discount 25%.

Majestic, 1 Burner	$10 00
Majestic, 2 Burner	15 00

Discount 27½%.

Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz.	Tee pairs.
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.

Discount 5%.

F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	.....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.

F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount

TOE CAULKS

Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN

	Toronto
Corrugated, ½ in., 100 ft.	$23 00
Corrugated, ⅝ in., 100 ft.	26 00
Corrugated, ¾ in.	29 00

Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS

Coppered wire, 3 in., $1.35 gross. F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL

See weekly report.

IRON, TINNED

Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.

36 x 96	25c per lb.
30 x 96	25c per lb.

Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.

Stocks scarce, these prices nominal.

IRONS, (SAD)

Mrs. Potts, No. 55, polished, per set	$2 20
Mrs. Potts, No. 50, nickel-plated, set	2 30
Mrs. Potts, handles, japanned, doz.	2 10
Common, plain, 3, 4 and 5 lbs.	15.60
Common, plated, 4-5 lbs.	17.50
Common plated, 6 lbs. and up	.....
Plain, 6 lbs. up	12.40

F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY

Spear Point	$16 50
Lightning	15 00
Heath's	15 00

LADDERS, Etc.

Step Ladders	Per ft.
Standard	0 40
Household	0 30
Faultless, 4 to 8 ft. only	0 40
Shelf Lock, 4 to 8 ft. only	0 30

Single and Fruit Picking	
10 ft. to 16 ft.	0 28
18 ft. to 20 ft.	0 29

F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders	Per ft.	
20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 40
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.

Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.

Short Globe, plain	$12 50
Do., Japd.	13 25
Long Globe, plain	12 50
Do., Japd.	13 25
Dash, plain	15 50
Do., Japd.	16 25
Do., Search (r'nd reflec.)	17 00
Little Bobs	2 10-4 20

F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen

Cold blast, short	....	1 20
Cold blast	1 00	1 10

3 doz. cases, $1.10 doz.; 6 doz. cases, $1.10 doz.

Cold blast, genuine ruby 5 50

F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz

Steel Thumb, No. 2	$2 25
Steel Thumb, No. 3	3 00
Steel Thumb, No. 4	4 75
Barn Door, No. 5	2 75
Barn Door, No. 9	5 10

F.o.b. Montreal, Toronto, London.

LEAD

For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)

	List each
Canadian	$12 50
Dowswell	12 50
Noiseless	16 25
Hamilton	13 50
Peerless	13 00
Snowball	18 75
Momentum	20 25
New Century, style A	18 00
New Century, style B	20 00
New Century Electric	155 00
Playtime, engine drive	26 00
Ideal Power	27 00
Seafom, electric, style A	120 00
Seafoam, engine drive	55 00
Sunshine	10 25
Popular, No. 2	12 50
Economic	.....
Popular, No. 1	13 00
Champion	20 25
Blue Bell, without stand	18 00
Red Star	21 50
Time Saver, electric	114 00
Puritan Water Motor Washer, complete	30 00
Hydro, 1 Tub, engine drive	57 00
Do., do., electric	118 50
Rotary water motor washer	29 00
Connor ball-bearing, with rack	21 00
Perfection, engine drive	65 00
Perfection, electric	124 00
Beaver	26 00
Beaver, power	27 00
Connor Vacuum	26 00
Patriot	23 00
Jubilee	11 25
Canada First	23 00

Less 20%.

Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.

Tinsmiths, 2½ x 5½ in.	$2.40
Carpenters', No. 3	5.80

F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS

Cutter, doz.	$14 25
Pick, doz.	14 25

F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD

Canuck—

No. 4, dozen	$36 24
No. 8, dozen	40 92

Universal—

No. 4, dozen	$40 75
No. 8, dozen	49 75

MOPS Doz. Net

Liquid Veneer		$14 00
O-Cedar, less handle		12 60
Do., with handle		14 70
S. W. Mops, complete		6 00
Mop Sticks, No. 8		2 00
Cast Head Mop		2 00
Crescent, No. 10	2 85	3 85
Crank wringing	8 25-	9 00

F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN

Adanac	35%
Woodyatt	25%
Empress	25%
Mayflower	25%
Star, Ontario, Daisy	25%
	Each, Net
Brockville K	Plus 10%
Brockville C	Net
Brockville BB	Net

F.o.b. Toronto, Guelph, London, Hamilton, Brockville.

NAILS

List adopted July 10, 1912.

Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.

Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $6.00 base; Toronto, $6.10.

F.o.b. Montreal, $5.85 base.

Freight equalized on above points.

Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...

Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.

Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.

Miscellaneous wire nails, 50% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

NAILS, CUT

Montreal, $6.35; London, $7.50 base; Toronto, $7.00.

Roofing Nails — American, large head, keg, $10.75; 25-lb. boxes, per 100 lbs., $11.75.

F.o.b. Montreal, Toronto, Hamilton.

Big Business in This New Product

If your customers include automobile owners you can add materially to your business and profits through the sale of Tarklene–the new tar, grease and oil solvent.

Every Motorist Needs Tarklene

because it removes almost instantly the tar picked up from the roads, splashes of oil and grease and restores the original lustre of the finish. Simply applied with a rag, many uses will be found for Tarklene.

Get your share of the sales of this new product. Write our nearest branch about it to-day.

Flint Varnish & Color Works of Canada, Ltd.

Head Office - MONTREAL

HALIFAX TORONTO SUDBURY WINNIPEG VANCOUVER

FLINT

CANADIAN CXL INDUSTRIES

If interested, tear out this page and keep with letters to be answered.

NAILS (HORSE)

Size C Brand

Capewell—	Per 25-lb.box
No. 5	$6 50
No. 6	6 25
No. 7	6 00
No. 8	5 75
Nos. 9 to 12	5 50

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 16-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch	$1 80	48 inch	$6 20
18 inch	2 65	60 inch	7 70
24 inch	3 40	72 inch	9 20
30 inch	4 00	84 inch	10 50
36 inch	4 75	96 inch	12 00
42 inch	5 50		

1½ inch mesh and 19 ga. wire.

12 inch	$3 50	42 inch	$10 50
18 inch	5 00	48 inch	12 00
24 inch	6 30	60 inch	15 00
30 inch	7 75	72 inch	18 00
36 inch	9 90		

1 inch mesh and 20 ga. wire.

12 inch	$4 00	42 inch	$12 00
18 inch	5 50	48 inch	14 00
24 inch	7 00	60 inch	17 00
30 inch	8 50	72 inch	20 00

¾ inch mesh and 20 ga. wire.

24 inch	$10 50	36 inch	$15 00
30 inch	12 75		

½ inch mesh and 22 ga. wire.

24 inch	$16 50	36 inch	$24 00
30 inch	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1-in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Best (American)	.....
U.S. Navy (spun)	22 00
U.S. Navy (unspun)	20 80
Plumbers' (spun)	10 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 27½
Palacine, gal.	0 30½
Gasoline, net, gal.	0 38
	Gallon
Black oil (summer)	0 27½
Black oil (winter)	0 28
Imperial Kerosene tractor	1 25
Capital, cylinder	0 88½
Machine oil, regular grades	0 47½
Imperial gas engine oil	0 52
Paraffine	0 38

List, less 15% on above.

Polarine Oil, list	1 35
Polarine Oil, heavy, list	1 35
Polarine A, list	1 35
Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 85
Gargoyle Mobiloil BB	1 80
Gargoyle Mobiloil A	1 60

List, less 25% on above.

Fuel oil, bbls. net	0 18
Fuel oil tank cars, net	0 16

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	**0 38**
No. 1 Italian	**0 44**
No. 2 Italian	**0 36**

F.o.b. **Toronto, Montreal.**

PAILS, WOOD	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anchor	$1 50	
Dry Fibre, No. 2, Anchor	1 05	
Tarred Fibre, Anchor, No. 1.	1 60	
Tarred Fibre, Anchor, No. 2.	1 22	
Rosin Sized Sheeting, blue.	1 20	
Surprise Fibre	1 10	
"Stag" Sheathing	1 10	
Tarred felt, per cwt.—		
7, 10 and 16-oz.	5 70	
Cyclone (dry)	1 50	
Cyclone (tarred)	1 60	
Joliette (sheathing)	1 05	
Joliette (tarred)	1 22	
Monarch Sheathing (per 100 lbs.), white	**6 50**	....
Do., gray	**5 50**	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.		9 00
Straw, sheathing, heavy, dry, cwt.		5 45
Do. tarred, per cwt.		5 60

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs. 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—

	Montreal	Toronto
5 to 6 lbs., doz.	11 50	11 90
6 to 7 lbs., doz.	12 50	13 00
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES

	Per case
5 gross, 4-in. (loose)	2 00
4 gross (cartons). 4-in.	2 00
Spring, 2 grs. box	1 75

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 44—April 8, 1920

Standard Buttweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in.	$6 50	$8 50	$	$ ....
¼ in.	5 13	7 26	5 43	7 56
⅜ in.	5 13	7 26	5 43	7 56
½ in.	6 84	8 42	7 27	8 84
¾ in.	8 45	10 58	9 03	11 16
1 in.	12 50	15 64	13 35	16 49
1¼ in.	16 91	21 16	18 06	22 31
1½ in.	20 21	25 30	21 59	26 68
2 in.	27 20	34 04	29 05	35 89
2½ in.	43 00	53 82	.....	.....
3 in.	56 23	70 38	.....	.....
3½ in.	71 30	88 32	.....	.....
4 in.	84 48	104 64	.....	.....

Standard Lapweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in.	$30 90	$37 74	$34 60	$41 44
2½ in.	45 34	56 16	51 19	62 01
3 in.	59 29	73 44	66 94	81 09
3½ in.	73 14	90 16	82 34	99 36
4 in.	86 66	106 82	97 56	117 72
4½ in.	0 98	1 23	1 24	1 49
5 in.	1 15	1 44	1 44	1 73
6 in.	1 49	1 86	1 87	2 25
7 in.	1 94	2 43	2 42	2 90
8L in.	2 04	2 55	2 54	3 05
8 in.	2 35	2 94	2 92	3 51
9 in.	2 81	3 52	3 50	4 21
10L in.	2 61	3 26	3 25	3 90
10 in.	3 36	4 20	4 18	5 03

Terms. 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 15% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	Net
Medium and extra heavy pipe, 2, 3, 5 and 6	Plus 10%
Medium and extra heavy fittings, 2 to 6 inch	20%
8 inch pipe and fittings	Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F.o.b. Montreal, Toronto.

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	**Montreal,**	**Toronto**
Ordinary, 52 sheets	**$9 25**	....
Do., 60 sheets	**9 85**	....

PLATES, COKE, TIN

	Tor.	Mont. Per box
IC, 20x28 112 sheets.	....	27 00
IX, 20x28 112 sheets.	....	30 00
IXX, 20x28 112 sheets.	....	33 00
IXXX, 20x28 56 sheets.	....	18 00

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets $24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20
Net.	
Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 34
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40
No.		Each
70		$6 75
80		6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller, blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto, London

ROOFING	**Per square** Toronto
Samson, 1-ply. roll	$2 80
Samson, 2-ply, roll	3 25
Samson, 3-ply, roll	3 80

	Mont.	Toronto
Everlastic, 1 ply	$2 25	$2 25
Everlastic, 2 ply	2 75	2 75
Everlastic, 3 ply	3 20	3 20
Panamoid, 1 ply	2 15	2 10
Panamoid, 2 ply	2 60	2 55
Panamoid, 3 ply	3 05	2 95
Red Star, 2 ply	2 13	2 18
Red Star, 3 ply	2 55	2 60
Liquid roofing coating, per gal., in bbls.	0 60	0 60
5 and 10 gal. lots, gal.	0 75	0 75
1 gal. cans, gal., doz.	10 20	10 20
Coal Tar (refined), bbl.	9 25	9 25
Coal Tar (crude)	8 00	8 00

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis	28
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis	50
Hemp, tarred ratline basis	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 94
Do., ¼ in. and up	0 92½

F.o.b. Toronto, Montreal, London, Brantford, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85
	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket	7 30
165—5 ft., Cotton Pocket	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, ... off list. list.

Star sandpaper, ... off list.

B. & A. emery cloth, ... on list.

F.o.b. Montreal and Toronto.

SCALES Champion—	Scale List	Stamping extra
4 lb.	$7 25	$ 25
10 lb.	9 75	25
240 lb.	16 50	75
600 lb.	37 00	1 00
1200 lb.	46 00	1 50
2000 lb.	65 00	2 00
2000 lb. Drop lever	74 00	2 00

Champion, discount 10%; standard scales, discount 10% off standard list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

What is the Life of a Paint Brush?

Generally it depends on the usage it gets and the preparations in which it is used.

TRADE SIMMS SET IN RUBBER MARK

Paint Brushes

can be used in any paint, oil or varnish preparation, kalsomine, glue, paint removers, etc., and yet live longer than the ordinary brush that is used in only one kind of paint.

The SIMMS brush lives until its bristles are worn down to the handle, and it gives excellent service all the time, under all conditions.

The painter's trade will come your way if you handle SIMMS Set-In-Rubber Paint Brushes.

Our other lines are also winners.

Brooms	**Stove Brushes**
Whisk Brooms	**Lather Brushes**
Shoe Brushes	**Scrubbing Brushes**

For prices, etc., write our nearest branch.

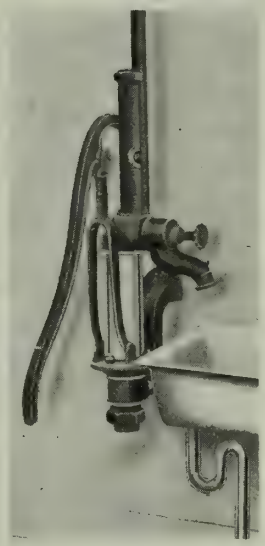
T. S. SIMMS & CO.

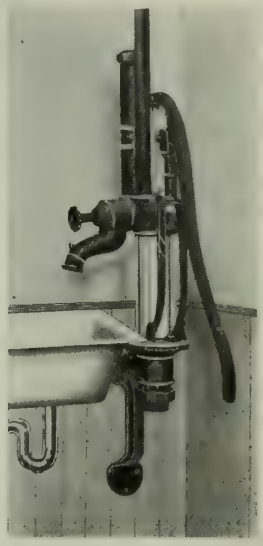
Makers of Better Brushes and Better Brooms for 54 Years

Head Office: St. John, N. B.

MONTREAL TORONTO LONDON

Beatty Bros. Limited Bulletin





The BT Bracket Pump

—the Pump of Many Uses

MR. W. A. FITZSIMMONS

Mr. W. A. Fitzsimmons is one of the best known BT Hardware Salesmen. He lives in Ottawa and handles Ottawa Valley. For many years he sold our Barn Equipment Lines, but is now devoting his time to calling on our friends in the hardware trade. He has been with us longer than any other BT Salesman now "on the road."

The BT bracket pump is splendid for use in kitchens where there are rolled rim sinks.

The illustrations above show how easily they can be attached to the wall.

The wall bracket, handle and spouts permit of a variety of adjustments. They are splendid pumps to install in a corner, where you have to get the handle round at an odd angle.

The bracket can be supplied for three different varieties of BT House Force Pumps. It is a splendid line to stock. It meets so many problems without a lot of different varieties.

If you have not a copy of our big general catalog, drop a card to our nearest branch. It tells all about the BT Bracket Pump and the other BT lines.

Beatty Bros., Limited

Fergus, Ont. London, Ont. St. John, N.B. Montreal, Que.
Winnipeg, Man. Edmonton, Alta. Vancouver, B.C. London, Eng.

If interested, tear out this page and keep with letters to be answered.

SCREWS, WOOD BENCH

Dozen $7 00

SCYTHES Doz.

Cast Steel $17 25
Golden Clipper 18 20
Little Giant 19 25
Bush 17 75

SNATHS Doz.

00 Patent $15 60
1 loop 15 00
2 loops 14 40
3 loops 13 20
Bush 16 20

SHEETS, BLACK

See Montreal and Toronto report.

SHEETS, CORRUGATED

See weekly report.

SHEETS, GALVANIZED

See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$12 00	$11 50
26 gauge	11 75	11 25
24 gauge	11 15	10 65
22 gauge	10 80	9 80
20 gauge	.....	9 35
18 and 20 ga...	10 10	....

F.O.B. Montreal.

SOLDERING COPPERS

See Coppers.

SOLDER, BAR

See weekly report.

SPOUTS, SAP

Eureka, per M. $16 85

STANDS, WASHTUB

Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)

Bright $6 10
Kegs 7 10

STOVES

Oil Burning Cooking List each

Perfection No. 32, 2-burner..$25 50
Perfection, No. 33, 3-burner.. 31 00
Perfection No. 34, 4-burner.. 40 00
No. 22G oven for above stoves 9 00
Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net......... 5 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List

No. 525, each $9 50
No. 530, each 10 50
No. 630, each 13 50
Hot Blast ....Plus 10%
Discount 30% off list.

STRETCHERS, CURTAIN—

Star, No. 1, doz........... $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

STRETCHERS, WIRE

Hercules, doz. $3 60

SWEEPERS—

Carpet (Bissell's)

Amer. Queen, nick. fittings, cyco b. b.................$ 62 00
Club, jap., cyco bearing..... 120 00
Champion, jap. fittings...... 47 00
Grand, jap., cyco b.b........ 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b..... 60 00
Standard, jap. fittings....... 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 56 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.

Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario...........$10 00

TACKS Discount

Wire Tacks ....60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920.60 and 15%
Double-pointed tacks 65-10%
Shoe findings ....Net list adopted Jan. 1, 1916..60 and 15%
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS

See prices under head of Wares.

TOASTERS, ELECTRIC

Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 44
Upright, with rack 6 40

TOOLS, HARVEST

Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10% off new list. Samson, ... discount. F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR

Hatch Trolley, per ft....... ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)

O. G. Square bead and half round:

Size in girth.	Per 100 ft.		
8 in......	$6 90	15 in......	$12 50
10 in......	7 70	18 in......	16 00
12 in......	9 10	add 15% to list.	

F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain

Victor, No. 1 Giant, doz.... $3 50
Jump, No. 1 .... 3 70
Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	35	35	35
Draining Tools ...	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades....	$29.00	$28.00	$25.00
Draining Tools, No. 2, black........	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—

For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen, F.O.B. factory only.

TUBS, WOOD

No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE BINDERS Per ft.

500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾

Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)

5-lb. sack, 3-ply, lb. 1 00
Cones, 3-ply, lb. 0 96
Do., 4-ply, lb. ....

VALVES AND COCKS

Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 34%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2................ 23%
Bath cocks—Compression 30%
Flatway stop and waste cocks, Standard 32%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, standard..Net list
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, standard 5-9%
Gate or Straightway...........Net
Jenkins Gate Valve............10%
Standard Gate ....list plus 5%
Jenkins Globe ....list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 65	0 90
1½	0 80	1 20
2	1 10	1 75

Penberthy Brass Valves

Compodisk Valves ....Plus 7½%
Gate Valves ....Net list
Regrinding Valves ......Plus 7½%
Swing Check Valves .....Plus 15%

WARES, ETC.

Britannic, advance 55%.
Scotch Grey Ware, 45%.
Colonial, 15%.
Imperial Ware, 15%.
Pearl, 15%.
Premier, list, plus 17½%.
Canada Ware, list, plus 17½%.
Crescent, 45%.
Diamond, plus 17½%.
White Ware, 35%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 40%.
Stamped Ware, retinned, 33 1-3%.
Copper Bottoms, plus 35%.
Tinners' Trimmings, plain, 40%.
Tinners' Trimmings, retinned, 33 1-3%.
Tinners' Trimmings, general, list, plus 33 1-3%.
Factory Milk Cans, list plus 60%.
Milk Can Trimmings, list, plus 75%.
Cream Cans, list, plus 40%.
Railroad Cans, list, plus 33 1-3%.
Sheet Iron Ware, list, plus 45%.
Pieced Ware, ordinary, list, plus 60%.
Pieced Tinware, C.B., list, plus 80%.
Fry Pans, Acme, 10%.
Fry Pans, Quick Meal, plus 25%.
Spiders, steel, plus 25%.
Fire Shovels, japanned, list, plus 45%.
Steel Sinks, galv'zed, list plus 35%.
Steel Sinks, painted, list plus 35%.
Light Galv. Pails and Tubs, list plus 45%.
Heavy Galv. Pails and Tubs, list plus 35%.
Hollow ware, add 30%.
Garbage Pails, list, plus 30%.
Jap. Coal Hods, list, plus 60%.
Galv. Coal Hods, list, plus 75%.
Paper Lined Boards, 20%.
Wood-lined Boards, 5%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 50%.
Copper Tea and Coffee Pots, list plus 50%.
Stove and other Pipe, list, plus 75%.
Stove Pipe Thimbles, 40%
Stove Pipe Elbows, black and galv., list, plus 45%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT

Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs. each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs..	$5 00	$5 60	$7 00
Section, ½ lb., per 100 lbs..	5 00	6 20	7 00
Solid, 3 to 30 lbs., per cwt.	3 40	4 90	6 00

WHEELBARROWS

Navvy, steel wheel, doz.....$81 00
Garden Steel, doz. 72 00
Light Garden, doz. 88 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS

Annealed or Bright.

Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 –
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Bright base 6 00
Annealed base 6 15
Galvanized price on application.
Coil spring on application.
Barb wire on application.

Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire

No. 18 ....$10 00
No. 19 .... 10 50
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 35%.
Canadian discount, 45%.

WRINGERS, CLOTHES

Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 165 50
Favorite, No. 511E........ 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 92 80
Favorite No. 514 .... 138 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 154 00
Challenge, No. 311E 100 30
Warranty 120 80
Bicycle 109 30
Safety 103 50
Eze 99 80
Rapid 90 80

Discounts from above list 20 per cent.

Terms—30 days, less 2 per cent. Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.

TINKER TOM'S TALKS.

No. 265

Returns from the Garden

EARLY IN MAY THE SHOP OFF, ACCOUNT NO STEEL—TOO MANY STRIKES—

DID WE QUIT COLD?
NOT ON YOUR LIFE!

WE ALL "TURNED FARMER"— DIGGING, PLANTING, CULTIVATING — AND NOW WE LIVE HIGH!

VEGETABLES — SEVEN KINDS — AND STRAWBERRIES!

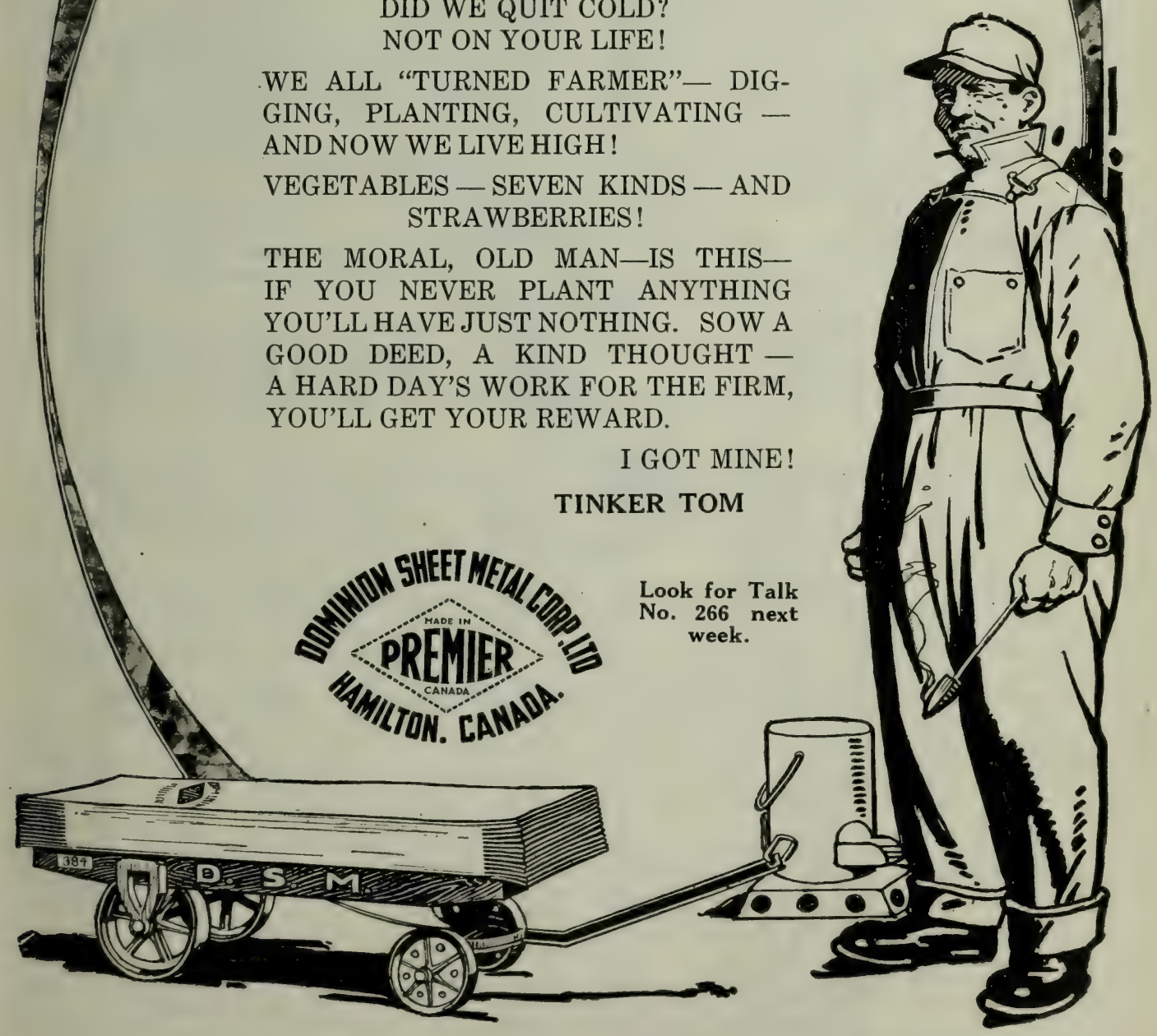
THE MORAL, OLD MAN—IS THIS— IF YOU NEVER PLANT ANYTHING YOU'LL HAVE JUST NOTHING. SOW A GOOD DEED, A KIND THOUGHT — A HARD DAY'S WORK FOR THE FIRM, YOU'LL GET YOUR REWARD.

I GOT MINE!

TINKER TOM

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON. CANADA.

Look for Talk No. 266 next week.



If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	05-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	05-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	15½-19
Chrome green, pure	31-35
Chrome yellow	25-41
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	31-32
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ocre, 100-lb. kegs	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls.	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$8 00
Vitralite	9 00
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 80
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	6 90
Hillcrest	7 00

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35
Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS	Single Thick	Double Thick
Per 100 ft.		
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85		45 45
86 to 90		48 85
91 to 94		49 80
95 to 100		58 55
101 to 105		65 35
106 to 110		73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.
Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS
Zinc coated, ½ and ¼ lb. packages, 22c lb.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 35
Red Seal	20 00	20 35
O.P.W. English	20 00	20 60
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $22; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 50
Genuine, 100-lb. casks	15 50
Less quantity	17 00
Genuine Eng. casks	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)	
25s	0 34½
10s	0 35
5s	0 36
1s	0 39½
½s	0 43½

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Tons or over (cwt.)	$14 00
Smaller lots (cwt.)	15 00

LIQUID, BRONZING
Bronzing liquid, No. 1 $1.55-$2.15
Banana oil, gal. 4.50- 7.00
F.o.b. Montreal, Toronto

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 10
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, flo r	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products

Everjet Elastic Carbon Paint—	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 75
½ bbls., gal.	0 80	0 80
5s and 10s gal.	0 90	0 90
1s (per case of 1 doz.)	10 45	10 50
Everjet Black Enamel—		
Crates 2 doz., 8 oz.	2 35	2 35
Crates 12 doz., 8 oz.	2 10	2 10
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25
Carbosota Liquid Creosote Oil—		
Barrels	0 55	0 55
Half barrels	0 60	0 60
5s and 10s,, gal.	0 70	0 70
1s (case 12 gals.), cs.	8 25	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots.)	Per lb.
In barrels, about 600 lbs.	0 52
In kegs, about 250 lbs.	0 52½
In 50 lb. and 100 lb. drums	0 53
In 25 lb. drums	0 54
In 1-lb. packets	0 56
In ½ lb. packets	0 58
1 lb. tins	0 58
½ lb. tins	0 60

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa
Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$12 00
Less, per lb.	0 11

SHELLAC

	Pure white	Pure orange
Per bbl.	$9 75	$9 00
Gal. jugs	10 05-10 15	9 30-9 40

F.O.B. Toronto, London, Montreal

NOTE—The shellac market is very firm owing to difficulty of getting stock. The basis is, therefore, quite nominal.

TAR	Mont.	Toronto
Coal Tar, refined	8 25	8 50
Coal Har, crude	7 00	7 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 00
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$1 50
O.P.W.	1 60
Anchor	1 40

No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.

B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-Ite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 6.
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 94
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 45
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 12½
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20

WASTE

Cream, Polishing	$0 28

WHITE

XXX	0 23	XXX	0 24
XX	0 21½	XX, grad	0 22½
X	0 20	XLCR	0 21
XC	0 18½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 8	0 11	Fancy.	0 19
No. 1	0 18	Lion	0 17
No. 7	0 16	Standard	0 15
No. 1A.	0 14½	Popular	0 13
No. 1B.	0 12½	Keen	0 11

Above lines subject to trade discount for quality.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 68
Johnson's	0 68
Jamieson's liquid wax, gal.	3 50
Gold Medal	0 42
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

WHITING

Plain, in bbls.	$2 75
Gilders, bolted, in bbls.	3 00

Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	4 00

F.o.b. Montreal, Toronto London.

GLASS

Now is the Time to Sort up on

WINDOW GLASS

ALL WEIGHTS

6-ounce, 21-ounce, 26-ounce, 29-ounce, 34-ounce, 39-ounce.

WE CAN TAKE CARE OF YOUR REQUIREMENTS FROM ANY OF OUR WAREHOUSES, AND MAKE PROMPT SHIPMENTS — WE CAN SUPPLY ANYTHING IN PLATE, BEVELLED PLATE MIRRORS, WIRED, LEADED AND WINDOW GLASS

CATALOGUES AND PRICE LISTS FREE ON APPLICATION — WRITE, PHONE OR WIRE YOUR WANTS.

HOBBS MANUFACTURING COMPANY, LIMITED

MONTREAL TORONTO LONDON WINNIPEG

Window Glass

RED S

Also Plate, Figured, Bent, and Ornamental Glass.

Stained, Wired, Mirror

Order Early.

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Black Diamond for Cutting

When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G. & H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
[illegible]/30	.....	.....	70 00
[illegible] S. & W.	.....	.....	54 50
[illegible] G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
35/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester Ammunition, 37½% off Dominion List.

Dominion Ammunition—Discount 45% off Dominion List.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16......	$6 00	18/16.....	$12 00
4........	5 00	19........	14 00
5........	5 00	20........	14 00
6........	5 00	21........	16 00
7........	5 00	22........	16 00
8........	5 00	23........	18 00
9........	6 00	24........	18 00
10........	6 00	25........	21 00
11........	7 00	26........	21 00
12	7 00	27........	24 00
13........	8 25	28........	24 00
14........	8 25	29........	27 00
15........	9 50	30........	27 00
16........	9 50	31........	30 00
17........	12 00	32........	30 00

Discounts from standard list prices
Irwin ....25% on list
Gilmour ....10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Bar Iron—Round and square, ⅜-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting 6¼-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double' 'list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, net list; over 6 inch, 10% adv.; 7-16 inch and larger, 10% adv.; machine ⅜ and under, up to 4 inch, 5%; over 4 inch, 10% adv.; 7-16 and over, 10% adv., machine set screws, 25%; plough bolts, 5% adv.; stove bolts, 45%; shaft bolts, 12½% on; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CHAIN

Coil, 3-16 in., $19.00; ¼ in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25%.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHURNS

Barrel, No. 0, $10.50; No. 1, $10.50; No. 2, $11.50; No. 3, $12.50; No. 4, $14.50 each.

CLEVISES, MALL. 18½c per lb.

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Lookout	1 00
Sleepmeter	2 75

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ....$1.08 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8.00; 12 in., $9.40; 15 in., $12.90.

Conductor pipe, 2 in., per 100 ft., $8.40; 3 in., $10.15; 4 in., $13.40; 5 in., $18.20.

ENAMELWARE

See Wares

FILES

Globe	Discount 50%
Nicholson Gen........	Discount 20%

FITTINGS—Malleable

Class A	50-10%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in.... .	10%
Nipples 4" and under... . .	70%

FRY PANS

	Each
Cast iron, No. 8..........	$1 05
No. 9..........	1 15

GALVANIZED WARE

See Wares

GLASS, WINDOW

	Single	Double
Up to 25-in..........	$18 60	$24 75
26 to 40-in.........	20 30	24 75
41 to 50 in.........	21 85	25 00
51 to 60-in.........	22 85	28 75
61 to 70-in.........	24 55	30 45

GLASS (Plate)

Net list.

GLOBES—LANTERN

	Doz
Short Pattern	$1 20
Cold Blast, regular	1 20

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs............	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

HINGES, SPRING

	Doz.
No. 200, jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng..........	$12 75
28 Am. or 26 Eng.	12 35
26 Am. or 26 Eng.	12 05
24	11 90
22	11 90
18 and 20	11 75
16	11 60

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

Mrs. Pott's No. 55, set.......$2 00

Mrs. Pott's No. 50, set....... 2 15

Mrs. Pott's common sad iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$15 00
Lightning	$15,00

LANTERNS

Cold Blast

No. 2, plain	$13 00
No. 25, Dash-board	......
Short Globe, doz............	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 00
Barn Door	
5	3 00
8	3 48
9	4 88

LEAD PIPE, $16.11.

LEAD WASTE, $17.01.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report

MACHINES—WASHING

	Each
Dowswell	......
New Century B	......
New Idea	......
Snowball	......

Prices on application.

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

	Doz.
O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 50
Mop Handles	2 10

MOWERS—LAWN

	14 in.	16 in.
Woodyatt	$ 8 50	$ 9 00
Empress	11 00	11 50
Daisy	6 60	6 85
Star	7 50	8 90

NAILS

Wire, f.o.b. Fort William, $6.25 base; Winnipeg, $6.75. Cut, f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

Net Prices per Roll

1 in. mesh x 24 in...........	$6 61
30 in...........	8 98
36 in...........	10 50

NUTS

Square, small lots, blank, $5.00; tapped, $5.25 advance on list; Hexagon, small lots, blank, $5.25, tapped, $5.50 advance on list; case lots all styles, 1c less than above.

OAKUM

OILS—

	Gallon
Kerosene	0 32
Gasoline	0 46
Black (summer)	0 31
Black (winter)	0 31½
Imperial kerosene tractor...	1 35
Capital cylinder	0 88½
Castor machine	0 53½
Imperial gas engine	0 58
Paraffine	0 33½
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil, bbls.	0 20
Fuel oil, tank cars	0 18
Wm. Penn Motor, medium..	1 43
Do., heavy	1 48
French C, medium	0 85
French A, heavy	1 10
Transmission, No. 1	0 75
Steam cylinder, No. 650C..	1 05
Volunteer, reg. gas engine..	0 60
Century castor machine	0 50
Melrose Harvester machine..	0 65
Clipper, spun, bale 50 lbs...	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.......	6 75

PAINTS, PREPARED

(1 gallon can basis)

	per gal
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors..	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 25	1 40
Cyclone	1 40	1 53
Navy	....	....
Triumph	1 50	1 70

PIPE, WROUGHT.

Per 100 ft.	Buttweld, Steel Blk.	Galv.	Gen. Wrot. Iron Blk.	Galv.
⅛ in.		$ 6 12		$ 8 55
¼ in.		5 67		8 01
⅜ in.		5 81		8 15
½ in.		7 74		9 45
¾ in.		9 59		11 84
1 in.		14 18		17 55
1¼ in.		19 17		23 76
1½ in.		22 91		28 40
2 in.		30 83		38 25
2½ in.		50 00		62 00
3 in.		65 39		81 09
3½ in.		82 85		101 75
4 in.		98 19		120 51
4½ in.		114 30		141 84
5 in.		139 29		165 38
6 in.		172 89		214 52

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.25; 18 x 24, ordinary, $11.25; 20 x 28, ordinary, $11.50.

Stephens'

REGISTERED TRADE MARK

Shingle Stains

Salesmaking Artistic Effects

There is a multitude of uses for shingle stains, but their growing popularity with the consumer for creating the many artistic effects on shingle and rough timbered designs in modern bungalows is a gratifying source of extra sales for the paint department.

Stephens Shingle Stain is ideal whether the stain is applied by dipping or brushing.

Many new homes are contemplated, many are building; *Stephens* popularity makes these prospects yours.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg **Calgary** **Edmonton**

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

POLISH

O-Cedar—

	Doz.
4-oz.	$2 10
12-oz.	4 20
1-quart	10 50
½-gal.	16 80
1-gal.	25 20

Liquid Veneer—

4 oz.	2 40
12 oz.	4 80
1 quart	10 00
1 gal.	2 34

Bon Ton—

¼-pints	1 35
½-pints	2 10
Pints	3 25
Quarts	5 10
½-gals.	9 00
Gals.	15 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 35
No. 158, gal. 5" wheel	5 72

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. tins	16¾

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE—

British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in., ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.

Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.

Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.

Lath Yarn, 24¾c.

Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 43	$7 88
½	0 43	7 88
1	0 45	8 35
1½	0 50	9 45
2	0 60	11 00
2½	0 80	14 65
3	0 90	16 70
B. & A.—		
00, 0	$0 41	$7 10
½	0 43	7 55
1	0 48	8 55
1½	0 52	9 95
2	0 58	11 50
2½	0 75	13 25
3	0 85	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 62½% flat head, 65%; oval head, 62½%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	17 75
Excelsior	.....
Cast	17 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	14 37
Bush	16 25

STEEL SHEETS, BLACK

10 gauge	$9 45
12 gauge	9 50
14 gauge	9 50
16 gauge	9 60
18-20 gauge	9 80
22-24 gauge	9 85
26 gauge	9 90
28 gauge	10 00

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 48 to 49c.

SPIKES — BOAT

Pressed, ¼-in., $10.55; 5/16, $9.80; ⅜, $9; ½, $8.75.

STAPLES

Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in.. $7.00 1¼ in.. $6.90; 1½ in.. $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow, ...

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H.& N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report.

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	1 00
Cotton, 4-ply, cones	1 00
Cotton, 4-ply, balls	1 02

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 20-20-10% discount.

Colonial Imperial, Pearl, 6-2% discount.

Premier, Canada, Diamond, plus 18%.

Whitewear, 25-5-2%.

Japanned Ware, list, plus 37½%.

Japanned Ware, white, list, plus 47½%.

Japanned Sprinklers, list plus 37½%.

Stamped Ware, plain, 20-10-7½-2½% discount.

Stamped Ware, retinned, 15-10-5-2% discount.

Pieced Tinware, ordinary, list, plus 75%.

Pieced Tinware, copper bottoms, list plus 95%.

Sheetiron Ware, list plus 46%.

Light Galvanized Pails, plus 55%.

Tubs—

Light, plus 57½%.

Heavy, 47½%.

Pails and Tubs, plus 55%.

Jap. Coal Hods, list plus 72½%.

Galvanized Coal Hods, list plus 87½%.

WASHERS—

Size	Case lots	Less
3/16 in.	$20 60	$21 10
¼ in.	18 08	18 58
5/16 in.	16 96	17 46
⅜ in.	15 70	16 20
7/16 in.	14 72	15 22
½ in.	14 16	14 66
9/16 in.	14 02	14 52
⅝ in.	13 88	14 38
¾ in.	13 74	14 24
⅞ in.	13 60	14 10
1 in.	13 60	14 10
1⅛ in.	13 60	14 10
1¼ in.	13 88	14 38
1⅜ in.	13 88	14 38
1 7-16 in.	12 05	12 55
1½ in.	12 05	12 55

PASTE

Cream, polishing	$0 30

WHITE

XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½

COLORED

Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WIRE — BARB

Lyman, 4-point, $5.80 Winnipeg; Glidden Cattle, 2-pt., $5.60 Winnipeg; Baker, 2-pt., $5.50 Winnipeg; plain twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.50; No. 12, $6.65; coil spring, plain, Winnipeg, No. 9, $6.55; No. 12, $6.70.

Patented screen in 100-ft. rolls. $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop. $7.75 Winnipeg, $7.25 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $7.20; No. 10, $7.26; No. 12, $7.40; No. 14, $7.60; No. 15, $7.75; No. 16, $7.90 per 100 lbs.

WRENCHES — NUT

Agricultural—

6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45

Perfect Handle—

6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES — PIPE

Stillson—

6 inch	$1 40
8 inch	1 55
10 inch	1 75
14 inch	2 45
18 inch	3 50
24 inch	5 05
36 inch	9 45

Trimo—

10-inch	$1 81
14-inch	2 50
18-inch	3 63
24-inch	5 25

	—Dozen—	
Always Ready	Black	N. P.
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

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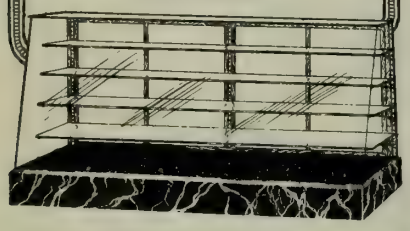

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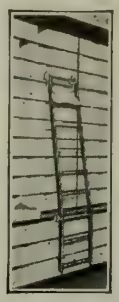

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John Calander Mfg. Co.
153 E. 13th Street
ST. PAUL, MINN., U.S.A.

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Buy Western-made Washboards, Step Ladders, Rake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

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Manufacturers' Agent
108 Sixth Avenue West
CALGARY ALBERTA

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Takes off—puts on Clincher Tires quickly. New great invention. Also Case Rim Tool takes rims off tires. Malleable. Ask any dealer, or send $4.50 to

MOTOR NECESSITIES CO. OF CANADA
231 Somerset Bldg. Winnipeg, Canada

OWL BABBITT METALS

Hardware dealers can get Owl Traction Babbitts for tractors, Owl Babbitt Metal for threshers, and Owl Vulcan Babbitts for light, general work from their jobbers. Also solders for tinsmiths and plumbers.

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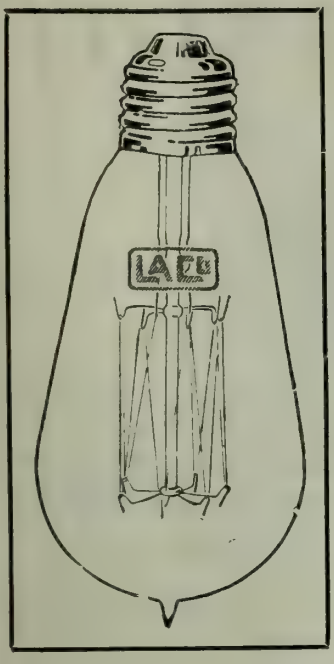
Advertising in HARDWARE AND METAL is economical, because the advertiser reaches only a class of business men directly interested in his product. The readers of HARDWARE AND METAL are big buyers because they buy for business as well as for private consumption.



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ARE

BACK AGAIN

After a period of nearly two years during which, it has been practically impossible to secure them, we are again in a position to fill your orders for these well known lamps.

And there is no difference between the lamp we can now ship you and the previous ones except that, whereas they were formerly made in Holland, they are now made in Canada.

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WINNIPEG

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These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

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Harness Oil. Neatsfoot Oil

A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

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WE MAKE THE BEST LARGE PACKERS SOLD

MULCHER

LEADERS IN OUR LINES

Write for Price List and Catalog

PLOW HARROW

Surface and subsoil also supplied when called for.

CHRISTIANSEN IMPLEMENTS LTD., WINNIPEG

O-Rib-O

Round Coal Chute

This shows a wall in section so that our Round Coal Chute can be seen as it appears in place. The door of this serviceable coal chute is also made with a flange which fits over the rim of the frame, making it both wind and water proof. It is fitted with our self-locking device.

With walls under 12" thick, use No. 1 or No. 4. Over 12", o. 2 or No. 5.

O-Rib-O Manufacturing Co.

Winnipeg, Manitoba

If interested, tear out this page and keep with letters to be answered.

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If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

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British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

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The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
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Dominion Cartridge Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
H. W. Johns Manville Co., Toronto, Ont.

Ash Sifters
Leslie Tinware Co., Ltd., The, Ottawa, Ont.
Samuels & Co., J., Toronto.

Auger Rings
Crescent Co., The, Meriden, Conn.

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Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
Northern Electric Co, Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Hurtubise, Ltd., Montreal, Que.
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Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance, Ltd., Hamilton, Ont.
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Boston Varnish Co., Everett Station, Boston, Mass
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Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
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The Concrete Bumper Co., Windsor, Ont.
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Wood Vallance Ltd., Winnipeg, Man.

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Caron Bros., Montreal, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

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Kinzinger, Bruce & Co., Niagara Falls, Ont.
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Northern Electric Co., Ltd., Montreal.

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C. A. Myers Co., Chicago, Ill.

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Canada Foundries & Forgings, Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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Guelph Spring & Axle Co., Ltd., Guelph, Ont.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Great Western Smelting & Refining Co., The, Vancouver, B.C.
Hoyt Metal Co., Toronto.
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Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

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Smart-Turner Machine Co., Ltd., Hamilton, Ont.

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Canada Dry Cells Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

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Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

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The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Balts. Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Canadian Bee Supply & Honey Co., Ltd., The, Toronto.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

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Campbell Agencies, Toronto.
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd Toronto.

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Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

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Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Blankets, Horse
J. J. Turner & Co, Peterboro, Ont.

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The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

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Caverhill, Learmont & Co., Montreal.
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London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Boiler Patch
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Coupling
John Morrow Screw & Nut Co., Ltd., Ingersoll

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Stay
John Morrow Screw & Nut Co., Ltd., Ingersoll.

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Williams & Co., J. H., Brooklyn, N.Y.

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Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
Renaud Motor Supply Co., Ltd., The, Montreal.

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Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

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Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

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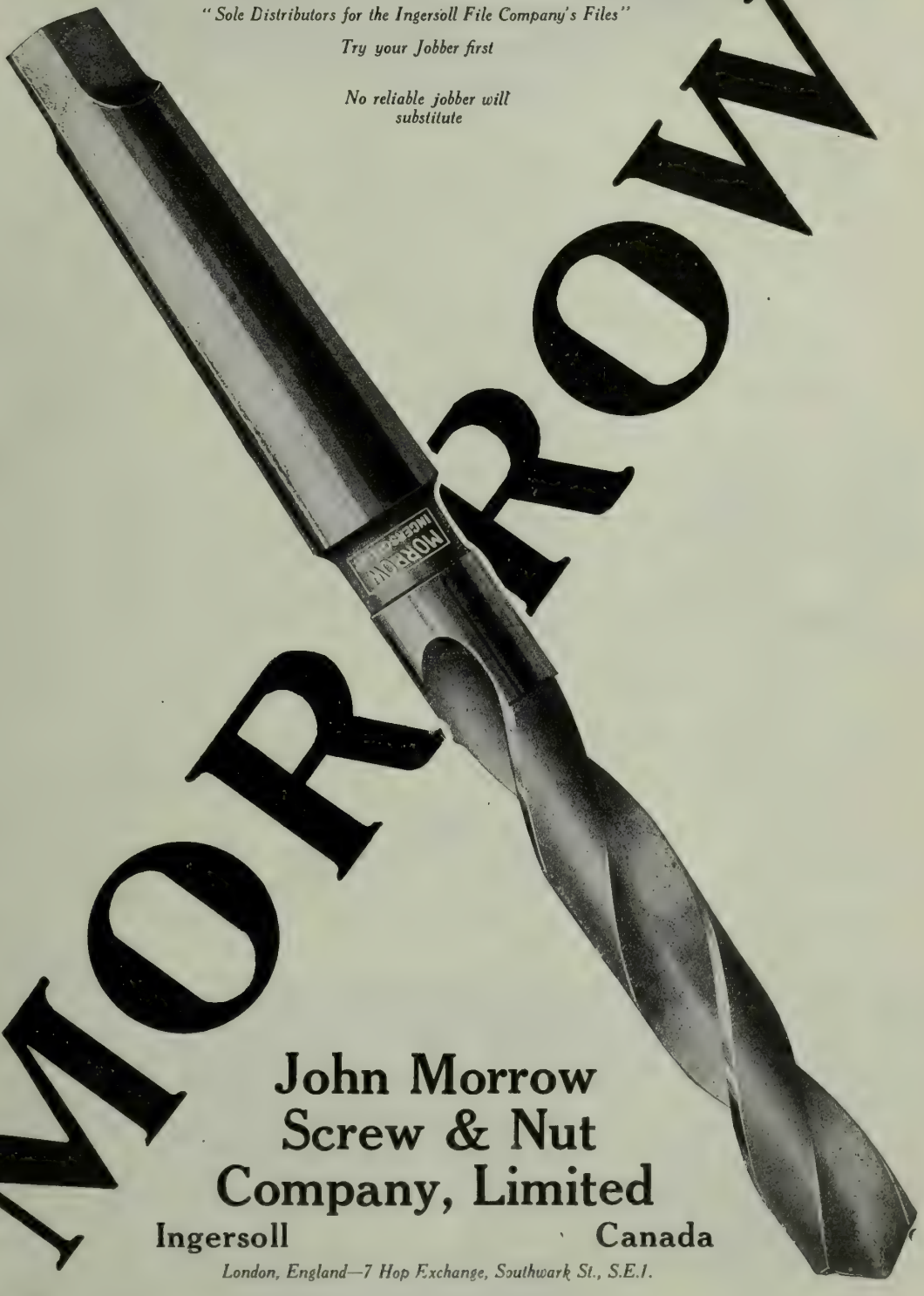

John Morrow Screw & Nut Company, Limited

Ingersoll Canada

London, England—7 Hop Exchange, Southwark St., S.E.1.

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THE BUYERS' GUIDE

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Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blacksmith Supplies
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

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E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Smythes, Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

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Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

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Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

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T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

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Alex. McArthur & Co., Montreal, Que.

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Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

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E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

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Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
National Hardware Co., The, Orillia, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

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Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

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The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
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Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
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Carborundum Co., Niagara Falls, N.Y.

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The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The National Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.
National Hardware Co., The, Orillia, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement
The Barrett Co., Ltd

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co., Hartford, Conn.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Counter-sinks
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Barrett Roofings, Cements Industrial Paints etc.

IT is easy to sell a thing that your customers need and *know they need*. That's why it is so easy to sell Creonoid.

The fly season will soon be here and you should be ready to supply Creonoid to your farm trade. It will return you a good profit on quick sales and it will prove to your customers that you are looking out for their interests as well as your own.

Creonoid (Fly Oil) Lice Destroyer and Cow Spray

EVERY progressive farmer in your community knows that constant annoyance by flies makes his cows give less milk and his horses do less work. He knows, too, that lice keep his hogs from getting fat and his hens from laying eggs.

And he is eager to try Creonoid, for he has read our advertisements which have appeared regularly in all the leading farm papers.

Creonoid is without question the most effective destroyer of flies and other vermin that has ever been put on the market.

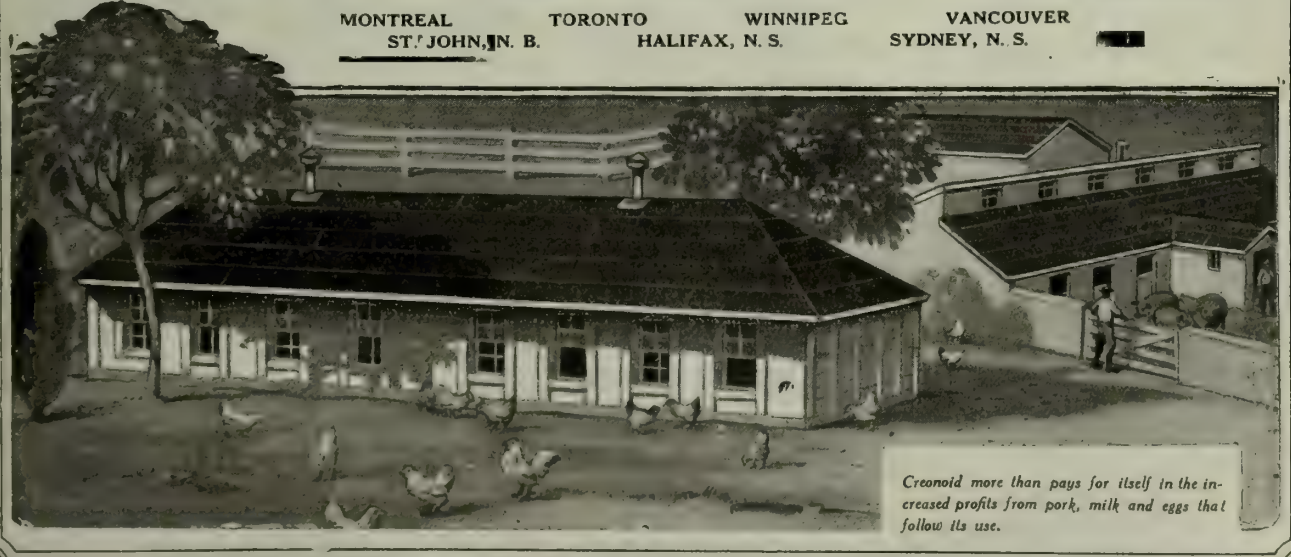
It is a liquid preparation which is quickly and easily applied with a sprayer. It is cheap enough to use freely; it produces sure results, and it pays for itself over and over again in the better health of live stock and in the increased profits from pork, milk and eggs that follow its use.

Creonoid comes all ready for use. It requires no mixing or thinning. It is put up in exceptionally attractive cans in the following sizes: 1-gallon cans (12 to the case), 5 and 10-gallon cans, ½ barrels and barrels.

The Barrett Company
LIMITED

MONTREAL TORONTO WINNIPEG VANCOUVER
ST. JOHN, N. B. HALIFAX, N. S. SYDNEY, N. S.

We can also supply an inexpensive sprayer made especially for applying Creonoid.



Creonoid more than pays for itself in the increased profits from pork, milk and eggs that follow its use.

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.

Door Hangers
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Munderloh & Co., Ltd., Montreal, Que.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Engine Studs
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

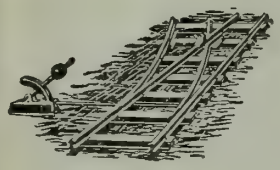
Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

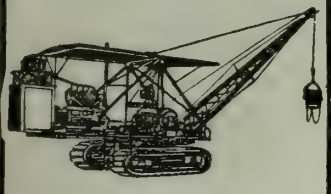
Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

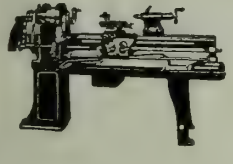
Fruit Jars
Walter Woods & Co., Hamilton.

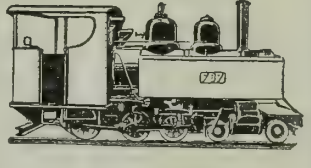
G R

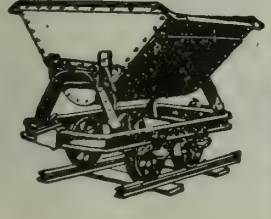
MINISTRY OF MUNITIONS

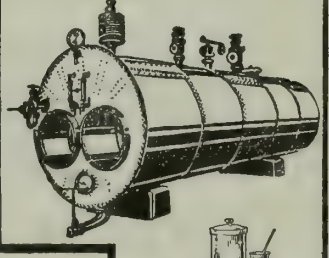






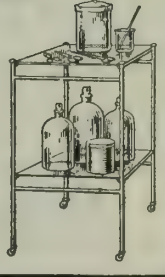






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Whitehall Place, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



THE DISPOSAL BOARD HAVE

STOCKS

LYING IN THE UNITED KINGDOM

and

AVAILABLE FOR EXPORT

of

ENGINEERING STORES

Ferrous and Non-Ferrous Metals
Plant and Machinery
Steam Engines and Boilers
Factory Stores
Machine Tools
Railway Material
Contractors' Stores
Electrical Instruments and Machinery
Medical Stores
Chemical and Explosives
Motor Vehicles
Agricultural Machinery
Aircraft
Furniture
Textiles and Clothing
Boots and Leather Equipment
Motor Boats, etc., etc.

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THE BUYERS' GUIDE

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Ltd., London.
Imperial Oil Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Williams & Co., J. H., Brooklyn, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Vander Linde Rubber Co., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Gopher Poison
Anton Mickelson Co., Ltd., Winnipeg, Man.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.
Beatty Bros., Ltd., Fergus, Ont.
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co, Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Wells Bros. of Canada, Galt, Ont.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hinges, Spring
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

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Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
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Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

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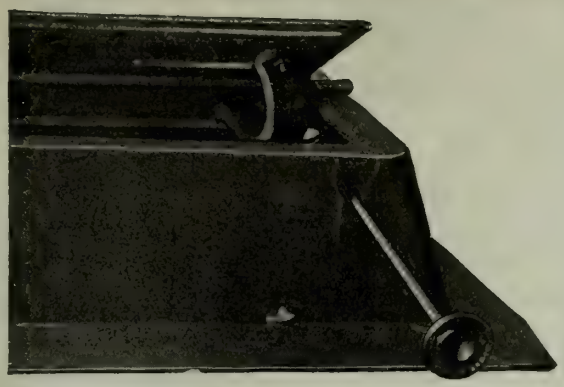
The Steel Co. of Canada, Ltd., Hamilton, Ont.



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Horns, Electric Motor
The Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.

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J. J. Turner & Sons, Ltd., Peterboro, Ont.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

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Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

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The Penberthy Injector Co., Ltd., Windsor, Ont.

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The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
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The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

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Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

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Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
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Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

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Taylor-Forbes Co., Ltd., Guelph, Ont.

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London Rolling Mill Co., Ltd., The, London, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
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Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
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Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

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Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
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Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

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Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
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John Calendar Mfg. Co., St. Paul, Minn.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
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Lamp Chimneys
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Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
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Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
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Latches
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Gendron Mfg. Co., Ltd., Toronto.

Lathe Dogs, Drop-forged
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J. H. Williams & Co., Brooklyn, N.Y.

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Stanley Rule & Level Co., New Britain, Conn.
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Levels, Masons'
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Western Wire & Nail Co., London.

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Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
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Dominion Linseed Oil Co., Baden and Toronto.
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A. Ramsay & Son Co., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Stewart & Wood, Toronto.

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Can. Yale & Towne, Ltd., St. Catharines, Ont.
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Dennis Wire & Iron Works Co., Ltd., London.

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Thomas Lewis Arnett, Souris, Man.

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Hamilton Gas Mantle Co., Hamilton, Can.

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Mirrors
Hobbs Mfg. Co., Montreal, Que.
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Goodell-Pratt Co., Greenfield, Mass.
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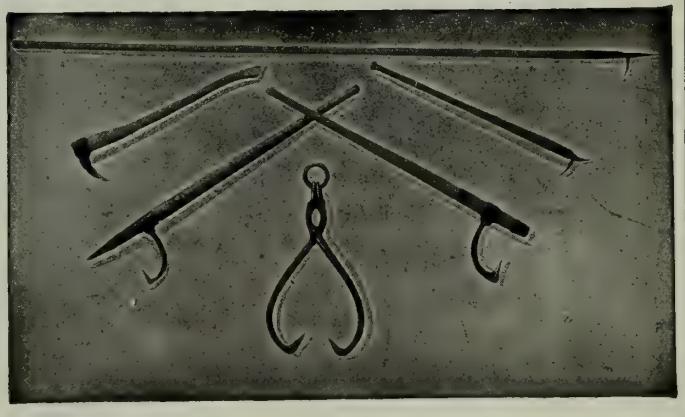

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Northern Electric Co., Ltd., Montreal.

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Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Cold Pressed
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts of Every Variety of Finish
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co, Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 180 North State St., Chicago., Illinois.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pins, Taper
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Bowden Canadian Co., Toronto.

Pipe Stocks and Dies
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
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Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd. Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
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B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
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Powder Smokeless
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Hobbs Mfg. Co., Montreal, Que.

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Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
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The Hamilton Motor Works, Ltd., Hamilton, Ont

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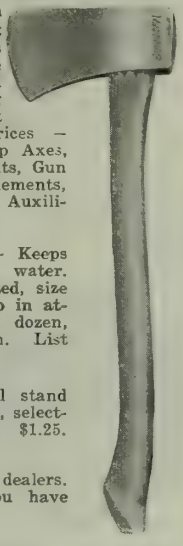

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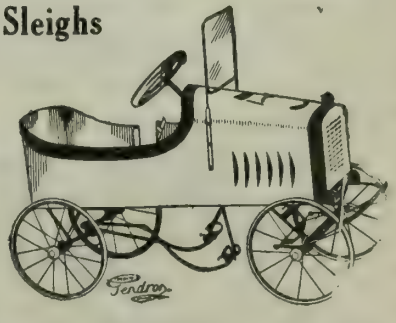

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Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke Que.
Benjamin Moore & Co., Ltd., Toronto
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Toronto.
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.
"X" Laboratories, New York.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
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Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
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James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
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Landers, Frary & Clark, New Britain, Conn.
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A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Butterfield & Co., Rock Island, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

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Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

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The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

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Canadian Asestos Co., Montreal, Que.
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

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Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

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Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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Henry Disston & Sons, Inc., Philadelphia.
Taylor-Forbes Co., Limited, Guelph, Ont.

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The Crescent Co., Meriden, Conn.
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Shurly-Dietrich Co., Ltd., Galt, Ont.

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The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
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Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

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Henry Disston & Sons, Inc., Philadelphia.

Saw Frames, Hack
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Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
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The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
The Millers Falls Co., Millers Falls, Mass.

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E. C. Atkins & Co., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Screws, Set and Cap
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Thumb
John Morrow Screw & Nut Co., Ltd., Ingersoll
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

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The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shelving
Thomas Lewis Arnett, Souris, Man.

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Stewart & Wood, Ltd., Toronto.

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The Star Specialty Mfg. Co., Chicago, Ill.

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Steel Co. of Canada, Ltd., The, Hamilton, Ont.

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Thomas Lewis Arnett, Souris, Man.

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The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

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Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
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Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

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Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
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These "Beavers" can be supplied with or without grates—they are lined with fire brick, the bodies being of extra heavy blued steel. Very pleasing in appearance and durable. Many satisfied customers have made these very popular lines.

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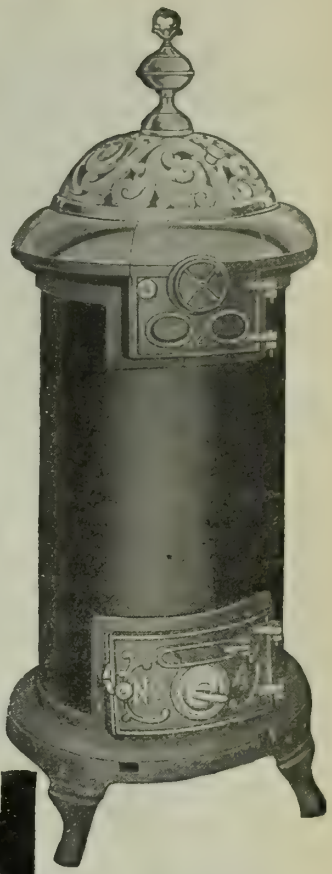

The Thos. Davidson Mfg. Co. Limited

DAVIDSON'S PREMIER MADE IN CANADA THE SEAL OF DURABILITY

Head Office : Montreal

Branches:

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Steel Foundry Division:
Lachine Canal, Turcot

DAVIDSON

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.

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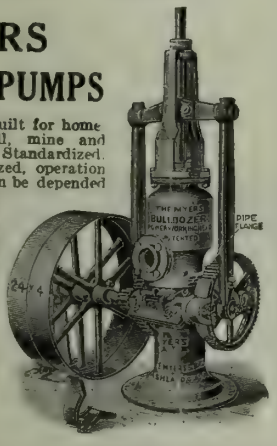


NOVA SCOTIA STEEL & COAL CO., Limited

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

THE GOOD QUALITY OF LONDON BAR IRON

is abundantly proven by the

EVER-INCREASING DEMAND

We regret our inability to serve the many new firms who are offering us their business, and wish to assure our old friends that we are doing our best to keep pace with their increasing demands.

London Rolling Mills Co.

Limited

LONDON, CANADA

Sales Agents: Manitoba, Bissett & Webb, Ltd., Winnipeg; British Columbia, McPherson & Teetzell, Vancouver.

THE BUYERS' GUIDE

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder, Silver
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spark Plugs
Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Walker, Vallance, Limited, Hamilton, Ont.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples, Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Tacks
The Canada Tack & Nail Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Vander Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

Tires and Tubes, Automobile, Aeroplane, Bicycle, Carriage, Motorcycle and Motor Trucks
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Toboggans
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
Northern Electric Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.
J. J. Turner & Sons, Ltd., Peterborough, Ont
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
James H. Cummings, Chicago, Ill.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Reaches Anywhere

All-Way Oil Gun

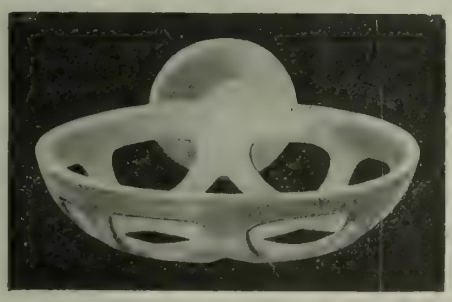
No. 201 9-inch Spout

A handy oil gun fitted with flexible spout made to bend to any angle or position. Has a special cleaning device at end of spout which renders it always ready for use. Strongly made of copper-plated steel in various sizes. Reduces oil bills 50%. There is an All-Way Oiler for every use. Always in demand. Hardware Dealers are making good profits selling them.

See the All-Way Oiler, R.R. Oiler, Combination Funnel and Filler, etc.

All-Way Oiler Mfg. Co.
196 King Street West
Toronto, Ont.

Sno-Wite
Enameled Fixtures



C87. Soap Dish

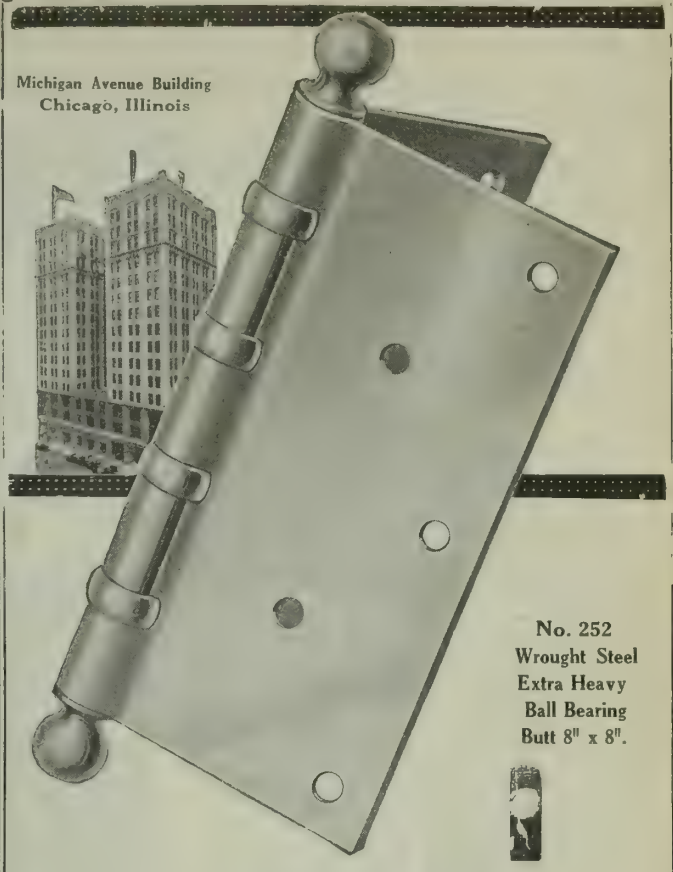
Genuine Vitreous Enamel

White Porcelain Enamel on Special Iron. Sno-Wite is not baked paint, celluloid or other imitation, but genuine, vitreous enamel.

It is remarkably handsome in appearance and strikingly original in design.

Sno-Wite is a quick seller with a large margin of profit for the dealer.

American Enamel Products Co.
CHICAGO, U.S.A.
Ask Your Jobber



No. 252
Wrought Steel
Extra Heavy
Ball Bearing
Butt 8" x 8".

STRENGTH
is there when wanted.

THE STANLEY WORKS BALL BEARING BUTTS

for successfully hung doors of massive size

Why!
Because there is no wear on the butt.
Ball Bearing Washers support the weight of the door.

A book, R64, describing The Stanley Works Ball Bearing Butts will be gladly sent to those interested.

Canadian Representative:
A. MacFARLANE & CO., Coristine Bldg., Montreal

STANLEY PRODUCTS

The Stanley Works-New Britain, Conn., New York, Chicago.

THE BUYERS' GUIDE

Transfers
J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H. W. Johns-Manville Co., Toronto, Ont.

Troughs
Beaty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Turning Tools
Ward & Payne, Sheffield, Eng.

Tubs
Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

Tumbler Holders
Americaan Enameled Produots Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

Vacuum Cleaners and Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Mundelloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Valves, Standard, Globe, Angle and Check
Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, On
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Radiator and Air, Iron Body, Composition, Globe, Angle, Check
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jenkins Bros., Ltd., Montreal, Que.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Jas. Morrison Brass Mfg. Co., Toronto.

Valves, Rubber Pumps
Gutta Percha & Rubber Ltd., Toronto.

Varnishes, Auto, Coach, House, Marine
Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

Vehicles, Children
The Canadian K. K. Co., Ltd., Elora, Ont.

Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

Vises
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H., Brooklyn, N.Y.

Vulcanizers
Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

Wagon Hardware
Burgess-Norton Mfg. Co., Geneva, Ill.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Kribs Ltd., Wm. A., Hespeler, Ont.
Maxwells, Ltd., St. Marys, Ont.
Nineteen Hundred Washer Co., Toronto, Ont.
Schultz Bros., Brantford, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Wax, Floor
Stewart & Wool, Ltd., Toronto.

Weaners, Calf and Cow
Imperial Bit & Snap Co., Racine, Wis.

Weather Stripping
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wedges
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Weeders, Garden (hand)
C. S. Norcross & Sons, Bushnell, Ill.

Weights
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Wheelbarrows
Schultz Bros., Brantford, Ont.

Wheels, Grinding
E. C. Atkins & Co., Hamilton, Ont.

Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

Whitewash Outfits
Collins Mfg. Co., Toronto.

Wholesale Hardware
J. H. Ashdown Hardware Co., Ltd., Winnipeg.
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Montreal.
H. S. Howland Sons & Co., Toronto.
Kent-Garvin Co., Ltd., Hamilton, Ont.
Rice Lewis & Sons, Ltd., Toronto.
Wood, Vallance Limited, Winnipeg, Man.

White Lead
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Regina Plate Glass Co., Regina, Sask.

Window Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Wipers
Scythes & Co., Toronto, Ont.

Wire
Canadian Tube & Iron Co., Ltd., Montreal.
Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire, Bright
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Baskets, Heavy
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
C. H. Johnson & Sons, Montreal, Que.

Wire Cloth
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.

Wire, Coppered
The Graham Nail Works, Toronto.

Wire Cutters
Bridgeport Hardware Co., Bridgeport, Conn.
Northern Electric Co., Montreal, Que.

Wire, Hay
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

Wire Hoops
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.

Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Graham Nail Works, Toronto, Ont.

Wire Door Mats
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Wire Mats
B. Greening Wire Cloth Co., Ltd., Hamilton.

Wire Rods
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Wire, Tinned
The Graham Nail Works, Toronto.

Wireworks of all kinds
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London, Ont.

Wire Wheels
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Wooden Specialties
Schultz Bros., Brantford, Ont.

Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
Alex. McArthur & Co., Montreal, Que.
Walter Woods & Co., Hamilton, Ont.

Wrenches and Accessories
The American Grinder Mfg. Co., Milwaukee, Wis.
Bemis & Call Hardware & Tool Co., Springfield, Mass.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

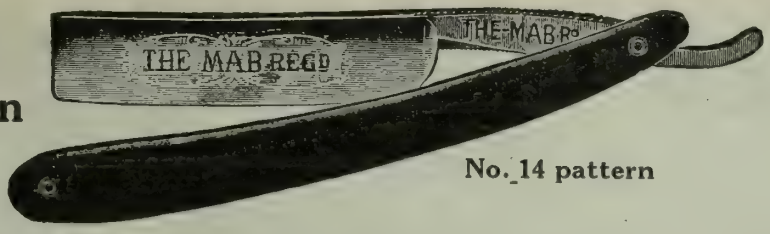
Wrought Couplings
Canadian Tube & Iron Co., Ltd., Montreal.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Yoke Ends
J. H. Williams & Co., Brooklyn, N.Y.

Zinc, Bar
Canada Metal Co., Ltd., Toronto.
Beatty Bros., Fergus, Ont.
The Great West Smelting & Refining Co., Vancouver, B.C.
The Hoyt Metal Co., Toronto.

The Famous "MAB" RAZORS

25 years reputation



No. 14 pattern

Dwarf size for self-shavers

Large size for barbers

"Mab" Razors are known throughout the world and recognized by all as the acme of perfection, made from the finest Sheffield steel. Every razor guaranteed perfect. Mab pocket cutlery is also made from the same steel.

Apply for prices and particulars from our Canadian agents

THE CANADIAN SALES CO., 11 Adelaide Street East, Toronto TELEPHONE MAIN, 6510

Made by THE "MAB" CO., Birmingham and Sheffield, England

NOTICE TO THE TRADE

FOR 6 MOS. MAY JUNE JULY AUG. SEPT. OCT.

You can make quick sales and big profits selling the

"COMFORT" IRON

Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

Big Demand, Good Profit

We aid you with sales helps. Your jobber will supply you. Ask for the "COMFORT."

Made by

NATIONAL STAMPING & ELECTRIC WORKS

CHICAGO, U.S.A.

We Can Deliver BUILDERS' HARDWARE *On Short Notice*

We placed very large orders anticipating a shortage and the goods are now in stock ready for delivery.

There are dozens of different designs of inside lock sets with front door sets to match, in oxidized copper, dull brass, nickel-plated and sanded finishes.

Write for prices and further information.

Kent-Garvin Co., Ltd.
HAMILTON

OAKEY'S "WELLINGTON" KNIFE POLISH

The original and only reliable preparation for Cleaning and Polishing Cutlery, etc.

John Oakey & Sons, Ltd.

Manufacturers of

Emery, Black Lead, Emery Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, S.E.1., Eng.

Agents:

F. Manley, 42 Sylvester-Willson Bldg., Winnipeg

Sankey & Mason, 839 Beatty Street, Vancouver.

NORCROSS

GARDEN CULTIVATORS

are growing in demand every day. Over a Million are now in use. Sell one to a customer and you get his next door neighbor. Every Farmer and Gardener is a prospect. The Norcross comes in (3) sizes, 5-Prong, 3-Prong and Midget, suited to both men and women. A Norcross bears a Distinctiveness of Quality—Class and Finish that quickly appeals to buyers. Well made—Durable—Handsome in appearance, they sell readily at a good profit and you can confidently recommend them. Ask your jobber for Norcross Goods.

C. S. NORCROSS & SONS

Sole Mfrs. BUSHNELL, ILL.

HARDWARE & METAL'S

unique circulation as proven by the A.B.C. Audit is due to 31 years of honest effort to give the retail trade the best possible service.

The Publisher's Page

TORONTO JUNE 26th, 1920

This is Not a Freak Special

ON or about 21st of August, in every year for the past 32 years, the hardware trade of Canada has received the Annual Fall Sales and Directory Number of HARDWARE AND METAL. This number is looked upon as a most essential book of reference in every wholesale hardware buyer's office, and in over 90 per cent. of the retail hardware stores from coast to coast. The issue is a real buyer's guide and directory number. Owing to its size and the great amount of practical and valuable information in the editorial and advertising pages, the number is read, re-read, and consulted many times during the fall and winter months. A cord is inserted in the upper left hand corner, in order that hardware buyers can hang up their copies close beside their desks. The Canadian hardware trade in all its branches naturally expects to find in this number advertisements from manufacturers and wholesalers who desire to do business with the hardware trade.

Reservations made to date for the 32nd "Fall Number" make it quite apparent that this year's number will eclipse all previous records, and that it will be necessary to close all forms earlier than in previous years.

If you have not arranged for space in this number, drop us a line and we will gladly send complete details regarding circulation, rates, etc.

HARDWARE AND METAL

"Canada's National Hardware Weekly"

143-153 University Avenue **TORONTO, CANADA**

Montreal Branch, Southam Bldg. Winnipeg Branch, Union Trust Bldg.

Published every Saturday since 1888. The only weekly hardware paper in Canada and the only hardware paper in Canada that gives you a circulation statement audited by the Audit Bureau of Circulations.

IMPERIAL
Polarine
MAKES A GOOD CAR BETTER

Three grades for automobile cylinder lubrication.

IMPERIAL POLARINE
(light medium body)
IMPERIAL POLARINE HEAVY
(medium heavy body)
IMPERIAL POLARINE A
(extra heavy body)

One of these grades is specially recommended for the correct lubrication of any car or truck in your community.
See the Imperial Polarine Chart of Recommendations — display it prominently and sell by this chart.

For efficient automobile transmission and differential lubrication sell
IMPERIAL POLARINE TRANSMISSION OIL
In cases where grease is required or preferred, sell
IMPERIAL POLARINE TRANSMISSION GREASE "BB"
IMPERIAL POLARINE CUP GREASE

Write to the
General Sales Department
56 Church Street
Toronto, Ontario
For our dealer's proposition

70% of these cars use Imperial Polarine

MOTORISTS everywhere depend on Imperial Polarine for efficient lubrication. Over seventy per cent. of the motor cars in Canada are lubricated with Imperial Polarine.

Practically seven out of every ten cars which pass your door are giving satisfactory service because lubricated with Imperial Polarine. Dealers who sell and recommend Polarine are reaping the harvest of this consumer satisfaction. Motorists naturally buy where they know that their grade of Imperial Polarine is carried in stock in the size they want.

If you don't carry the complete Imperial Polarine line you are automatically keeping much of this business away from your door. The customers you do get may expect just oil when they ask for oil—but, the chances are they expect Imperial Polarine. If they don't come back it may be because you didn't give them Imperial Polarine.

If you expect to get 70% of the business from your territory you should carry a complete line of Imperial Polarine—then you'll satisfy your customers—and they'll come again for more Imperial Polarine and other motoring needs as well.

There's a big profit in Imperial Polarine when you build up your volume—a profit worth fighting hard to keep coming.

IMPERIAL OIL LIMITED
Manufacturers and Marketers of IMPERIAL POLARINE MOTOR OILS & GREASES
Marketers of *Gargoyle Mobiloils* in Canada
BRANCHES IN ALL CITIES

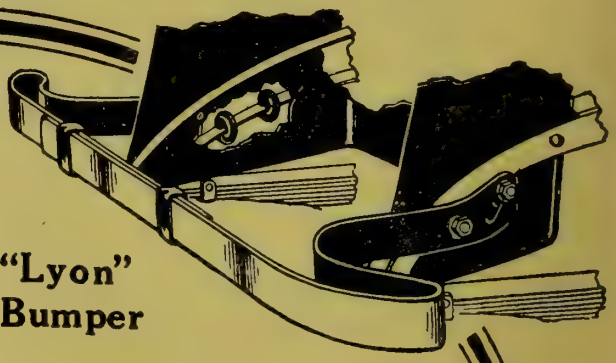
If interested, tear out this page and keep with letters to be answered.

Northern Electric

Accessories the Motorist Knows and Buys —

K. P. Universal Rim Tool
Northern Timer Elevator
"Lyon" Bumper

Our Consumer Advertising on these lines is running in thirty-seven mediums with an aggregate circulation of nearly 1,500,000. Figure the result for yourself.



Northern Timer Elevator

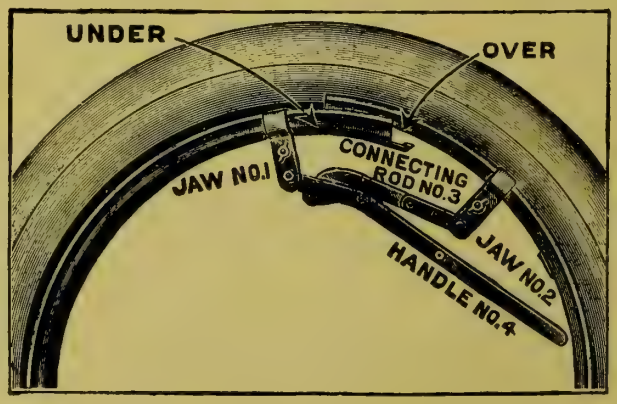
Sells on UTILITY—it lifts the Timer to the most accessible position where mud, dirt, oil, grit and dampness cannot possibly reach and harm it.

"Lyon" Bumper

A QUALITY bumper made for real service. Just thirty pounds of the highest quality steel, scientifically constructed into a perfect bumper for Ford and Chevrolet 490 cars.

K. P. Universal Rim Tool

A practical, LABOR SAVING device that fits all types of cross-cut demountable rims—collapses a rim no matter how badly a tire may be stuck to it—forces the rim back on the tire again with the utmost ease—locks rim collapsed, while tire is being removed or replaced.



Write our nearest Branch House for stock shipment

Northern Electric Company
LIMITED

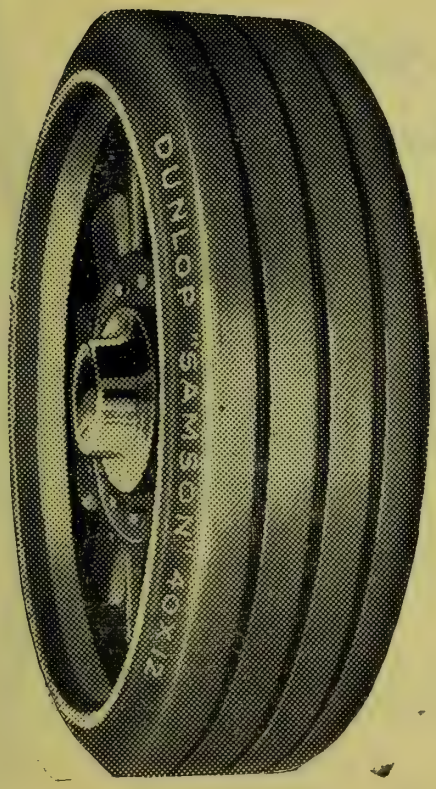
MONTREAL QUEBEC TORONTO WINNIPEG CALGARY VANCOUVER
HALIFAX OTTAWA LONDON REGINA EDMONTON

If interested, tear out this page and keep with letters to be answered.

DUNLOP TIRES

SEAL OF QUALITY

MOTOR TRUCK



Motor Trucks are, in respect to overloading, at the mercy of circumstance.

To-day this practice is even more pronounced than ever.

To minimize the effects of this evil, as far as humanly possible,

DUNLOP "SAMSON"

Motor Truck Tire was developed.

Every **Dunlop Truck Tire** is an over-size tire, and contains more cubic inches of rubber per foot than the corresponding size of any other Truck Tire made in Canada.

Dunlop "SAMSON" is constructed to take a big portion of road shocks that ordinarily play havoc with the mechanism of the truck or its load.

As already stated, **Dunlop Truck Tires** contain an extra volume of wear-resisting, load-absorbing rubber. It is this resilient, well-nigh indestructible rubber, also that means better value to you in **Dunlop "SAMSON."**

A call from one of our salesmen puts you under no obligation to buy.

Drop a line or 'phone to the Dunlop Branch nearest you.

Dunlop Motor Truck Tires absolutely will not split nor come loose from the steel base. You cannot chisel them off.

DUNLOP TIRE & RUBBER GOODS CO., LIMITED

Head Office and Factories : Toronto **Branches in the Leading Cities**

If interested, tear out this page and keep with letters to be answered.

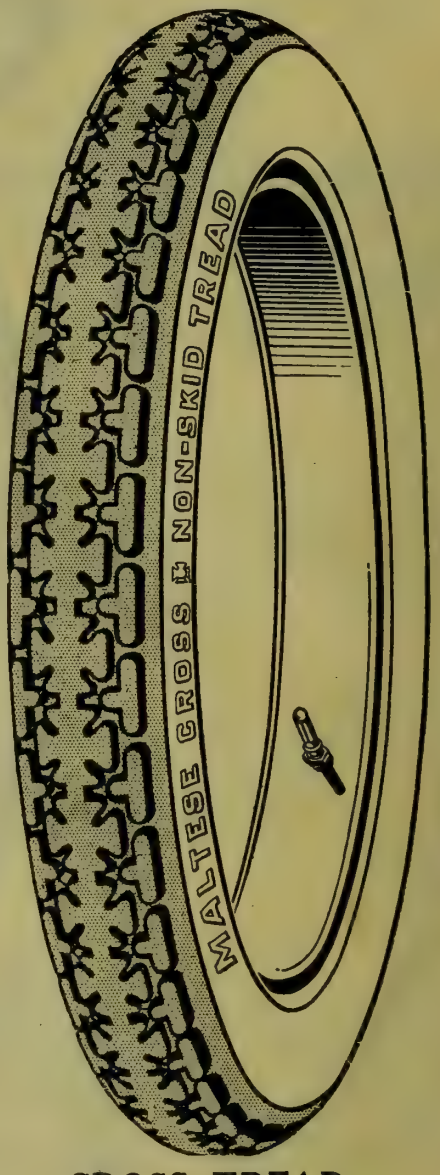
"GUTTA PERCHA" TIRES

They Give Satisfaction to both

Buyer and Seller

The day is past when motorists consider the first cost of a tire. They have learned that the road performance is the true test. "Gutta Percha" Tires are delivering mileage in excess of expectations—and trouble-free, trustworthy mileage, at that.

Your customers will be glad you sold them "Gutta Percha" Tires. Every one you sell will mean more customers—regular customers—satisfied customers. See that your stock is complete with a full line of all sizes.



CROSS TREAD

Cord or Fabric

Gutta Percha & Rubber, Limited

Head Offices and Factory: Toronto

Branches: **Halifax, Montreal, Ottawa, Fort William, Winnipeg, Regina, Saskatoon, Edmonton, Calgary, Lethbridge, Vancouver, Victoria**

If interested, tear out this page and keep with letters to be answered.

The Quickest Selling Spark Plug

To-day Spark Plug users don't hesitate when buying plugs. They say "Champion" from habit.

They know that "Champion" on the insulator of a spark plug is their assurance of absolute dependability, efficient service, satisfaction and economy.

Champion

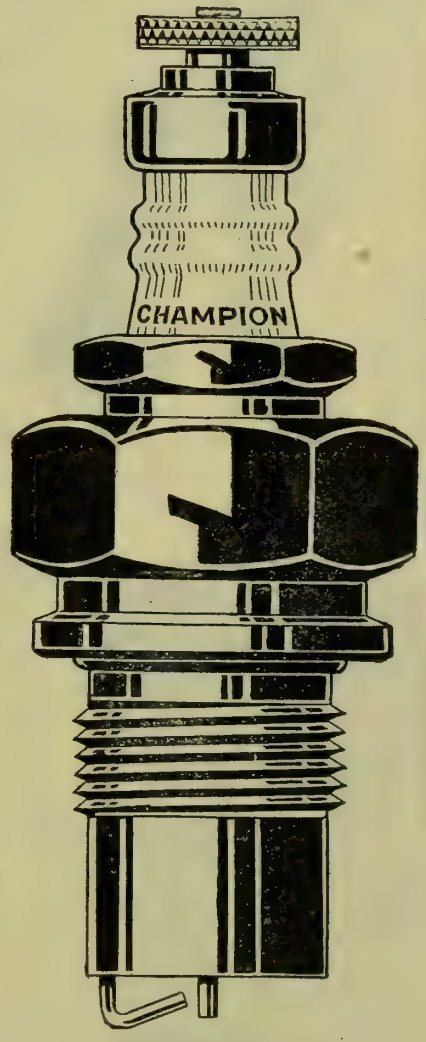
Dependable Spark Plugs

have an unfailing dependability that has made them the most popular spark plug for every type of motor or engine.

Our Dominion-wide selling campaign has created a demand that makes them the quickest selling spark plug on the market.

There's bigger business waiting for you if you feature Champions, for they bring customers to your store for other dependable motor goods.

See that your stock of Champions is complete. There's a special plug for every type of motor. If you haven't a full stock on hand, order what you need from your jobber to-day.



CHAMPION A A 53

⅞ inch, 18 long. Price $1.00. For use in McLaughlin Cars, Tractors, Trucks and Stationary Engines.

Champion Spark Plug Co. of Canada, Limited

Windsor, Ontario

Largest factory in Canada making Spark Plugs exclusively and the only factory making "Champions."

110

Apollo

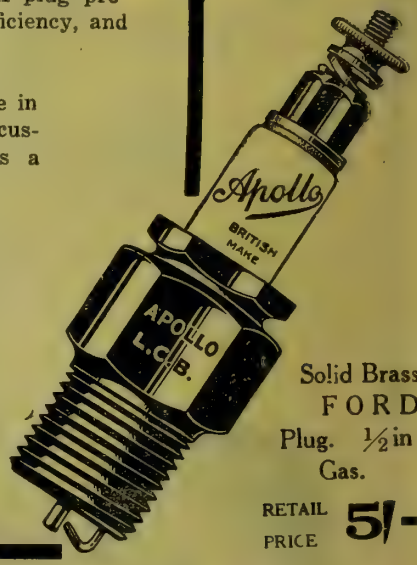
—the PLUGS to sell!

BECAUSE — they represent the highest standard of BRITISH plug production, are carefully tested to ensure the highest degree of efficiency, and are guaranteed to give complete satisfaction.

ALSO — there are models to suit every type of engine in the APOLLO range — there's no need to sell your customer an unsuitable plug — and every plug carries a GOOD PROFIT for you.

Decide to concentrate on APOLLO PLUGS and you will do good business. We can give prompt deliveries of all models — write us for full particulars and supply of Showcards, Posters and Advertising Literature, NOW.

Super-Mica Plug—for Hot Engines
RETAIL PRICE **6/-**



Solid Brass FORD Plug. ½in Gas.
RETAIL PRICE **5/-**

APOLLO PLUG MFG. Co. Ltd.
Moseley Street, Birmingham, Eng.
'Grams: "Apollo Birmingham." Phone: Midland 278
Codes: A.B.C. 4th Western Union

East or West the North Star is the biggest battery value.

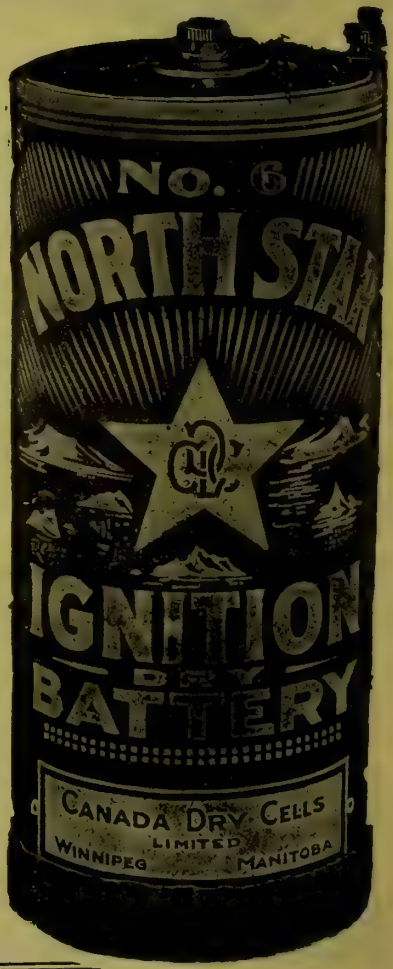
Dependability

The user of North Star batteries knows that he can expect maximum service under all conditions. Heat, cold or humidity cannot affect the strength of the battery—the full power must be delivered in actual spark.

The value of dependability cannot be estimated. Delays, big or little, cost money. Serious loss can be occasioned by unreliable batteries. The North Star cells end delay losses and are a guarantee of continuous operation for engines, tractors, automobiles, telephones, bells, etc.

Made singly and in multiples (perfectly protected and conveniently arranged with handle). The user gets better service and the seller bigger returns and larger turnover from the North Star.

Let us quote you prices.



Canada Dry Cells Limited

WINNIPEG, MANITOBA

NORTHLAND SKI MANUFACTURING CO.

SKI, TOBOGGANS, SNOW SHOES and ACCESSORIES

Best Sellers Liberal Profits None Better Made

Order now for next season.

Write for catalog and Price List.

NORTHLAND SKI MANUFACTURING CO., St. Paul, Minn.
Largest Manufacturers of Ski in the World.

CROWBARS

No. 102-A—CHISEL POINT

We offer you bars of High Carbon Steel at the same price as you are buying the Mild Steel Bar elsewhere. Write for price list and catalogue.

B. J. COGHLIN CO., LIMITED, Office and Factory: Ontario Street East, MONTREAL.

Tool Locked in Position for Removing or Replacing Tire.

K.P. Universal Rim Tool

The Easiest Way to Remove Tires from Split Rims

Fits all types of cross-cut demountable rims in use to-day.
Collapses a rim no matter how badly a tire may be stuck to it.
Forces the rim back on the tire again with the utmost ease even in the case of new tires which are under-sized.
Locks rim collapsed while tire is being removed or replaced.

Price $6.00

The K.P. PRODUCTS COMPANY, Inc.
250 West 54th Street, NEW YORK, N. Y.
Sold by
Northern Electric Company
LIMITED
Montreal Quebec Toronto Winnipeg Calgary Vancouver
Halifax Ottawa London Regina Edmonton

WILSON
"LITTLE WONDER" DIMINISHING MIRROR

The simplest, neatest and most practical mirror on the market.

Price $1.00 complete

Five inch diminishing lens set in stamped steel frame—black enameled—glass easily replaced in case of breakage.

Universal clamp, fits round, square, oval or channel windshield upright—only one model to stock.

A model mirror at a popular price.

Dealers—Write for prices on the "Little Wonder." A fast seller.

Wilson Auto Specialties Co.
Hamilton Ontario

CRANE FITTINGS

CRANE
LIMITED

HEAD OFFICE & WORKS
1280 ST. PATRICK ST
MONTREAL

Branches: Toronto, Winnipeg, Vancouver.
Sales Offices: Halifax, Quebec, Ottawa, Calgary.

Removing Broken Ford Cylinder Bolts

A popular seller with all Ford owners. This set removes broken cylinder head bolts quickly—a frequent job on a Ford. Not necessary to take off cylinder head, for special guide holds drill accurately to line. Set consists of drill, guide and tap.

Send for Catalog 86-M.C.

Stevens & Company
375 Broadway, New York City

Equip Your Car with K. & S. Tires

and you will understand why experienced Motorists everywhere have adopted these tires in preference to all others.

"K. & S." carries the Highest guarantee of any tire Made in Canada.

K. & S. Tire & Rubber Goods, Limited

Branches : Toronto, Montreal, Hamilton, Winnipeg, Weston

Dealers Everywhere

The Plug with the Hotter Spark

M&S

The ball point of the "M&S" spark plug concentrates the current and intensifies the heat. This gives a sure, hot spark—producing better combustion and greater power.

The "M&S" plug is made in all styles to suit every make of car—it is standard equipment on the popular new Overland "4."

The "M&S" plug is made in Canada and guaranteed to give complete satisfaction.

Dealers:—Ask your jobber for the "M&S" plug.

No.	Models
500	½" Standard
501	⅞" Standard
502	⅞" Long
503	⅞" Long with Chevrolet Terminal
506	½" Long
504	Regular Porcelain
505	Chevrolet Porcelain

MACHINE & STAMPING CO., Ltd.
1209 King St. West
Toronto, Ont.

Commercial Dept.
Russell Motor Car Co., Ltd.

25

Your Tire Valve Inside May Become Damaged

WHEN your tire loses pressure unduly and there is no puncture—look to the valve-inside! Put in a new one and note the improvement. Schrader Universal Valve Insides are the world's standard for quality and service. Carry a box in your kit all the time—only 45c a box anywhere in Canada.

Made in Canada by

A. Schrader's Son, Inc.
334 East King St., Toronto
London, Eng., New York, Chicago

Schrader Universal Valve Insides

If interested, tear out this page and keep with letters to be answered.

International Service

Automotive Accessories

Tools and Hardware **Garage Equipment**
Bicycles and Tires **Cycle Supplies**

Our Suggestion—Increase your profits by combined buying

Everything for Motor Cars and Trucks.

Quick complete shipments to Jobbers or Dealers.

Avoid expense and delay by combining orders to us for all your requirements.

To attempt purchasing these lines from different factories is an expense in time and money.

We feature duplicate parts for popular cars such as Ford and Chevrolet.

Depend on us for shop equipment of power and hand tools.

Established in 1896, the B-R Co. service is based on 24 years experience.

Write for Prices, Terms and Catalog—Special Proposition to Jobbers.

The Beckley-Ralston Co.

Chicago, U.S.A.

Branches:—New York, San Francisco, Detroit. Pittsburgh and Kansas City
Cable Address: "Beckley." Codes: A.B.C. 5th Edition and Western Union

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CLASCO

This Trade-Mark is a guarantee of Highest Quality and Workmanship

We specialize in, and our Plant is fully equipped to produce

STEEL and BRASS STAMPINGS of all kinds

Write us for quotations

CANADIAN LAMP & STAMPING CO., LIMITED

Makers of the celebrated CLASCO Lamps for Motor Cars

FORD CITY, ONTARIO

Spring Shackle Bolts

For Grease, Oil or Tapped-in Head for either Grease or Oil Cup

Complete Line of

Pressed Steel and Brass Grease Cups; Oil-hole Covers and Oil Cups, Brass Pattern Makers' Dowel Pins.

Write To-day for Catalogue and Prices.

Cap Closed Oil Bolt | "C" Oiler | Plain Compression | "D" Oiler | Cap Open Oil Bolt

Grease Bolt

THE CANADIAN WINKLEY CO., LTD.
WINDSOR, ONTARIO

If interested, tear out this page and keep with letters to be answered.

"Lively and Lasting"

RELIABLE
TRADE MARK
Canadian Products

Are True To Name

"Reliable" products are true to name. Made with infinite care in Canadian factories by Canadian workmen and thoroughly tested to insure high uniform quality, they never fail to give that efficient, eagerly-desired service that insures satisfied customers and increased business.

For instance, the "Reliable" Ignition Unit is easily a leader. Made of "Reliable" Dry Cells, bedded in pitch and set in a box which is perfectly moisture proof, it always gives dependable, high-grade ignition service in automobiles, power boats, gas engines or tractors.

The No. 6 "Reliable" Battery is also full of power and can be entirely depended upon to give every ounce of its tightly-packed energy whenever used—in motor, engine, bell or telephone.

The Big Brass Cap—a feature in all "Reliable" batteries—prevents waste of energy, gives a maximum spark and puts all the power to work.

Stock the complete "Reliable" line. There is a type and size of battery and flashlight for every requirement. The complete satisfaction of customers who buy these products will tell its inevitable tale in better and bigger battery business.

RELIABLE
CANADIAN
PRODUCTS
TRADE MARK

THE DOMINION BATTERY CO. LIMITED

736 DUNDAS STREET EAST

TORONTO CANADA

Ask for the New Window Cards

A new, attractive three-piece window display is now ready. Ask for a set. Make a window display of the "Reliable" line. The cards are so prepared that after using them in the window you can use them on the counter or elsewhere in your store.

If interested, tear out this page and keep with letters to be answered.

AD-EL-ITE MOTOR CARBON REMOVER
ADAMS & ELTING CO

USE A CAN OR TWO AND YOUR ENGINES NEW

STOCK THE BRAND
—WITH—
CONSUMER DEMAND

A QUICK turnover is assured those who carry AD-EL-ITE Motor Carbon Remover or any product bearing the AD-EL-ITE trade mark. You can stock these goods with the assurance that you can unhesitatingly recommend them for maximum quality and service.

Each product is manufactured with the express idea of producing something just a little higher in quality, more reliable and better adapted for its intended purpose than other materials.

AD-EL-ITE Motor Carbon Remover quickly stops knocks, kicks and jerks, gives an engine greater power and cuts down expensive repair bills. No lay-up.

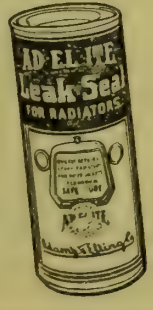
We manufacture a full line of AD-EL-ITE Auto Paint and Varnish Specialties, each a quick seller. Consult your jobber.

The articles are well advertised and in good demand by discriminating buyers.

ADAMS & ELTING CO.

17 Adelaide St. East, Toronto

CHICAGO **BROOKLYN**



If interested, tear out this page and keep with letters to be answered.

OUR COLORED GRADES
1B, 1A, 7, 1, 5

OUR WHITE GRADES
Jap, XC, X, XX, XXX

We can supply you with cotton waste at prices lower than any others for equal quality. Better write us your needs to-day.

ACME WASTE MFG. CO., LIMITED
492 Wellington St. W., Toronto

Satisfying to Use or to Sell

Every sale of this B. & C. Improved Adjustable "S" Wrench makes a new friend and future customer for you. It satisfies the customer and brings him for other wrenches of this sales-making line. Easily adjustable by the thumb of the hand that holds it. Carefully hardened and tempered.

Guaranteed. B. & C. Quality sells it. Write for prices.

BEMIS & CALL HARDWARE & TOOL CO.
SPRINGFIELD, MASS., U.S.A.

G. Brodie Breeze & Co.
GOLF CLUB MAKERS
182 Trongate - - GLASGOW
ESTABLISHED 1888

Everything for Golf
GOLF CLUBS, BAGS, BALLS, Etc.
BEST HICKORY SHAFTS
PERSIMMON AND BEECH TURNED HEADS
ALL PROFESSIONALS' SUPPLIES

WIRE ROPE AND FITTINGS

OF ALL CONSTRUCTIONS

The demand is steady. Are you getting your share of this business? We co-operate with you.

Have you a copy of our Catalogue?

We also manufacture Wire Cloth, Iron Stairways, Fire Place Screens, Window Guards

CANADA WIRE & IRON GOODS CO.
HAMILTON

Electric Weld

Range Boilers
Air Tanks
Pneumatic Tanks

CANADIAN JOHN WOOD MFG. CO. LIMITED
TORONTO CANADA

Made in Scotland

TRADE MARK
"MORRISCA"

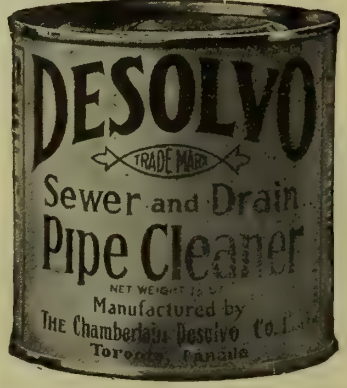
Used the world over.

ESTD. 1855

MORRISCA BRAND
Silkworm Gut Products and General
FISHING TACKLE

Write for Export Terms to—

MORRIS CARSWELL & CO., LTD.
118, HOWARD STREET, GLASGOW, SCOTLAND.
And at MURCIA, SPAIN



DESOLVO
Delivers the Goods

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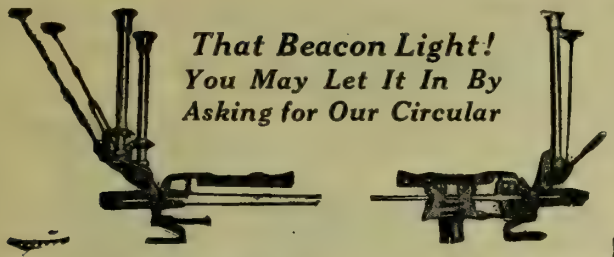

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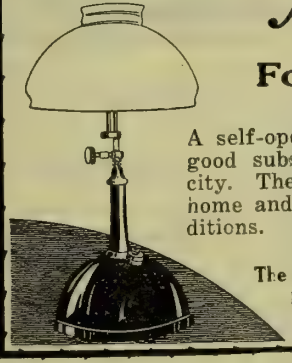

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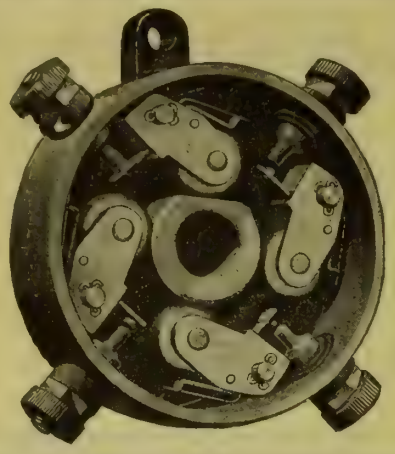

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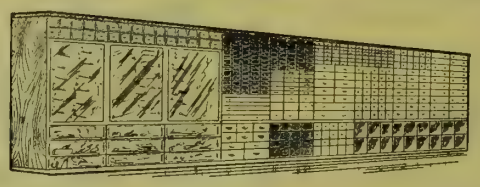

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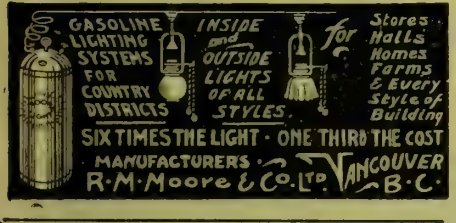

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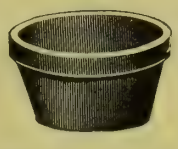

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WANTED—TRAVELLER TO COVER NIAGARA Peninsula, selling builders hardware and mantels. Also first-class young man for builders hardware department in retail store. First-class men only wanted. Apply Kent, Garvin & Co., Hamilton.

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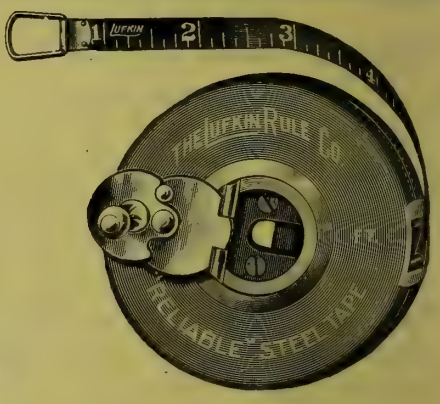
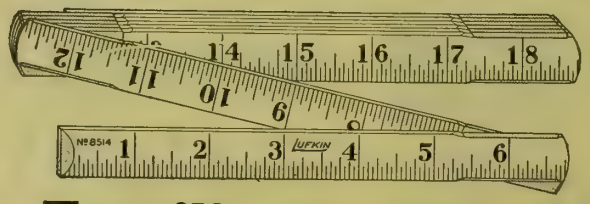
Wrought Washer Mfg. Co. 31

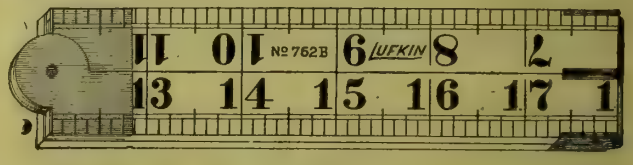
LUFKIN



Tapes and Rules

Made in Canada





Familiarly and Favourably Known

Embody Many Improved, New and Exclusive Features.

Accurate *Reliable*

THE LUFKIN RULE CO. OF CANADA, LTD.

WINDSOR, ONT.

If interested, tear out this page and keep with letters to be answered.

O.P.W.

Trade Mark Registered

X

is for O.P.W. extraordinary excellence; exactness of experienced manufacture, extensive sales, exemplary service in use and extra sales and profits to O.P.W. dealers.

"Save the surface and you save all" Paint & Varnish

"Paints and Varnishes for Every Purpose."

Keep Sorted Up

The Right Goods are all very well to talk about. It's having them that counts.

When your customers want a can of O.P.W. Roof Paint and you have to say "you're just out of that, but you have a nice line of horse collars and mouse traps," you have lost more than the profit on one can of paint. If you could get the damage done, down to definite, tangible figures, it's more likely to be the value of a case of paint or more.

How is your stock of O.P.W. Paints and Varnishes to-day? Look it over and fill up the gaps. Don't lose a sale, a profit, a fraction of customer goodwill, or one least bit of that reputation for reliable service your store now has. Sort up!

It pays to handle O.P.W. Paints and Varnishes.

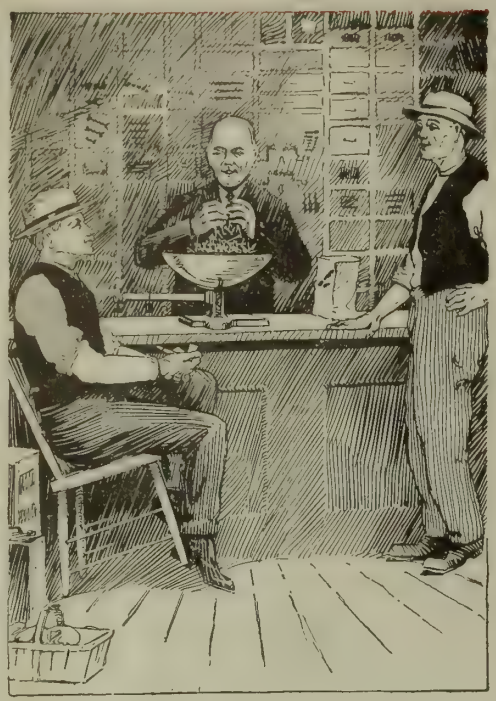
Ottawa Paint Works Limited

OTTAWA

Canada

Branches: Montreal, Toronto, Vancouver

Let the New Dayton Knock Out The Overweights



Forward-looking dealers all over Canada are welcoming the latest Member of the Dayton Family as a "Friend in Need."

THE MOST COMPLETE SCALE ON THE MARKET FOR HARDWARE USE.

Are you dissipating your profits in the old-fashioned way? The illustration shows one method of doing it. Or have you, on the other hand, lined up with the Progressive Business Men who have said good-bye to guesswork?

THE DAYTON HARDWARE SCALE

Sounds a new note in Modern Business. It has already brought home to many large firms, suddenly and with startling force, a lesson of lost profits through antiquated equipment.

SOME OF THE FEATURES

Capacity 100 pounds as follows: 10 pounds on chart; 10 pounds on Tare Beam and 80 pounds on weights.

Range of prices 4c to 60c per pound.

Total adder cylinder to 90 pounds.

Automatic Pendulum; gravity with reflector.

Standard finish: Turquoise Blue. Gold Finish Extra.

Fited with Electric Flashlight attachment if desired, extra.

METAL STOP ON THE TARE BEAM

Operate it this way: Slide the poise to a "set pin." This offsets the weight of the scoop or wire rack, bringing the scale again to zero.

THE TOTAL ADDER

Makes it possible not only to weigh but to compute values up to full capacity.

CATALOGUES ARE READY FOR YOU—WRITE TODAY

International Business Machines Company Limited

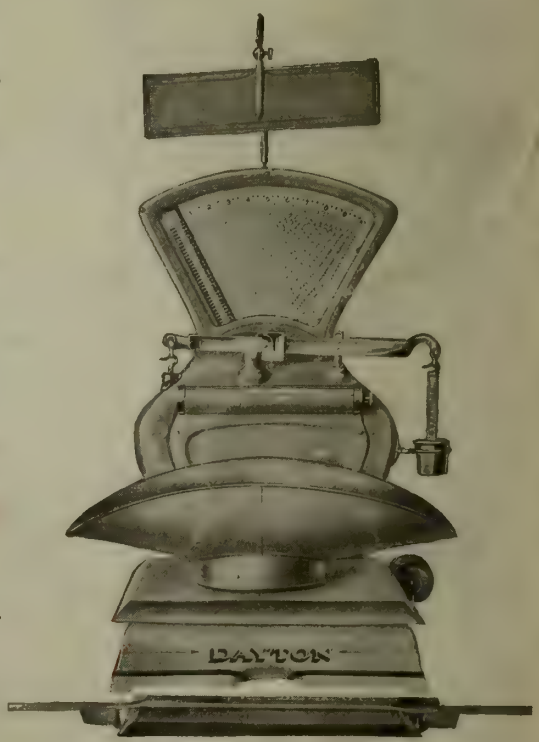
FRANK E, MUTTON, Vice-President and General Manager.

Head Office and Factory, 300 to 350 Campbell Avenue, Toronto

Offices at

HALIFAX, 44 Granville St.; QUEBEC, 506 Merger Bldg.; MONTREAL, 1 and 3 Notre Dame St. W.; OTTAWA, 188 Queen St.; TORONTO, 415½ Yonge St.; HAMILTON, 175 James St. N.; WALKERVILLE, ONT., 44 Lincoln Rd. WINNIPEG, 227 McDermot Ave.; SASKATOON, 254 Third Ave.; CALGARY, 127 Sixth Ave.; EDMONTON, 10118 102nd St.; VANCOUVER, 110 Water St.

(Also manufacturers of International Time Records and Hollerith Electric Tabulators)



Dayton Hardware Scale. Wire Rack for use with this scale is shown below.

PUBLISHED EVERY SATURDAY SINCE 1888

Hardware and Metal

Vol. XXXII. No. 27. THE MACLEAN PUBLISHING COMPANY, LIMITED PUBLICATION OFFICE : TORONTO, CANADA JULY 3, 1920

FILE COPY FILE COPY

A Modern Achievement —Delivering B-H Products by Aeroplane

SERVICE—and its ultimate result—SUCCESS—is purely a matter of initiative and achievement. We endeavor always to keep our service on a par with the quality of B-H Product—a high aim—but one well worth while.

To facilitate delivery of special orders we now own and operate an aeroplane by which we can transport goods to our agents in the Central Division.

"B-H No. 1," as the big Curtis Biplane is called, has already made flights to points in this territory, particulars of which has been fully announced in the local papers.

We believe we are absolutely the first house in Canada to adopt this modern means of regular transport, and we want it to represent to the B-H Agents everywhere that spirit of enterprise and efficiency which we ever keep before us as our greatest aim in business.

"Does the B-H Sign hang outside your door?"
"If not, ask us about an Agency."

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG
MEDICINE HAT CALGARY EDMONTON VANCOUVER

A QUICK SELLER — WELL RECOMMENDED

Aladdin Dye Soap is a pure soap made in 15 fashionable colors — all fast. Will not stain the hands or bowl. Do not need to boil, simply wash in ordinary way — anything that can be washed can be dyed with Aladdin.

Aladdin Dye Soap is offered by the makers of O-Cedar Products. Pays you a good profit, sells for 15c a cake. Order from your wholesaler.

Aladdin Dye Soap

Cleans As It Polishes

O-Cedar Polish

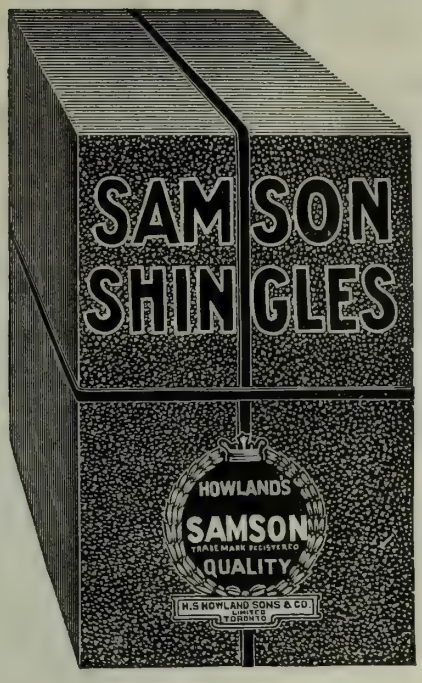
FOR ALL WOODS AND ALL FINISHES

ORDER FROM YOUR JOBBER.

CHANNELL CHEMICAL COMPANY, LIMITED
TORONTO

DISTRIBUTORS FOR ALADDIN DYE SOAP

HARDWARE AND METAL, July 3, 1920. Volume XXXII., No. 27. Published every Saturday at Toronto. Yearly subscription price, $3.00. Entered as second-class matter July 1st, 1912, at the Post Office at Buffalo, under Act of March 3rd, 1879. Entered as second-class matter at the Post Office Department, Ottawa.



SAMSON SHINGLES

The quality that put Samson Roofing in the premier place is the same superior quality that is put into Samson Shingles to-day.

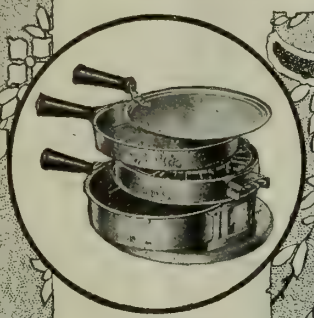
Each shingle is made of the highest grade waterproofing materials, measuring 8 x 12¾ inches. Packed in bundles containing 106 shingles. Four bundles, or 424 shingles are sufficient to cover 100 square feet of roof surface, laid 4 inches to the weather. Weight per square, 225 pounds

H. S. HOWLAND SONS & CO. LIMITED
TORONTO

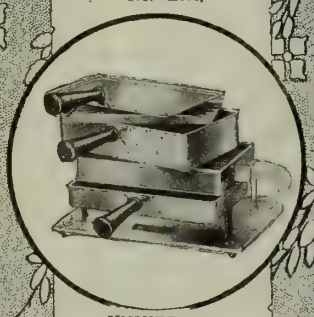
If interested, tear out this page and keep with letters to be answered.

UNIVERSAL *Electric Ranges and Grills*

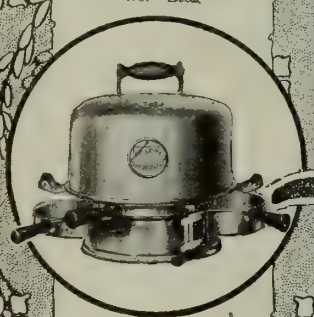
UNIVERSAL
Portable Single Range No. E9688.



UNIVERSAL
4 Heat Round Grill,
No. E984.



UNIVERSAL
4 Heat Oblong Grill,
No. E982.



UNIVERSAL
Portable Single
Range
No. E9841.

The Line That Never Fails To Increase Your Summer Sales

This is the season when women want "Universal" Electric Ranges and Grills—they make it hot for the food and cool for the cook. Women no longer heap coals of fire on their own heads by lugging kindiings and doing coal-hod calisthenics in summer.

"Universal" Grill and Range Features

Easy to operate and keep clean.
Requires little space.
Quick heat without blaze, smoke, or odor.
Four heats, 175, 300, 350, 650—WXXXS.
Cooks everything within the limits of its capacity.
Dinner for two or three persons at a very low cost.
Two cooking operations at the same time above and below the radiant grill.

Now is the time to push "Universal" Ranges and Grills. They're widely advertised, easy to sell. The housewife is instantly interested when she is shown the "Universal" tradesmark.

Canadian Representative

Montreal **A. MACFARLANE & CO. LTD.** Quebec

The Trade Mark Known **UNIVERSAL** In Every Home

LANDERS·FRARY & CLARK — NEW BRITAIN CONNECTICUT

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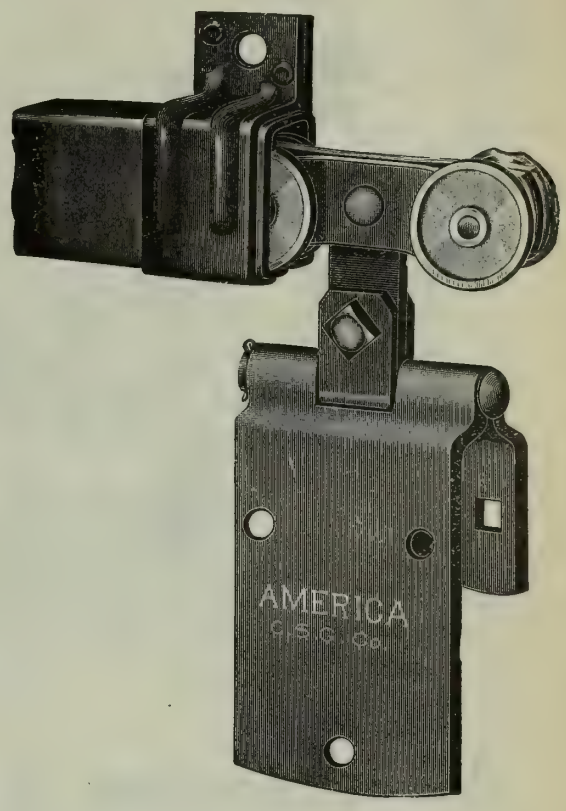
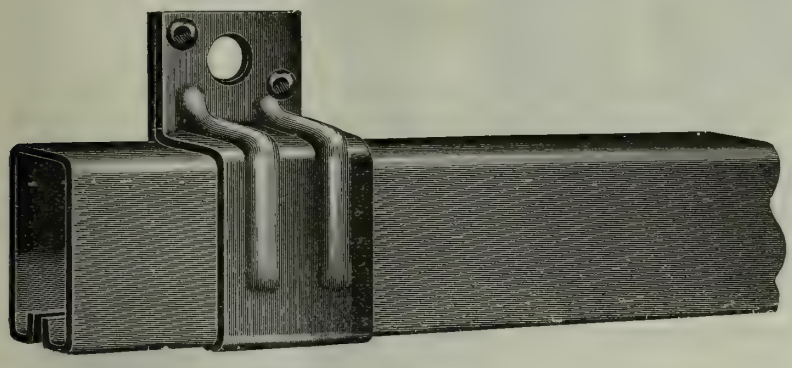
"America"
Trolley Hangers
The Dealers' Friend





Steel Trolley Track

The "America" operates in the Hatch Trolley Track—the only track supported by the famous corrugated track brackets. These brackets are, naturally, much stronger and better than ordinary, plain track brackets.

The Largest Sales of any Trolley Hanger in the Dominion

If you are not now sharing in the sales of this "best seller" and others of the popular Canada Steel Goods Line, you are overlooking an opportunity for constant, profitable sales.

"America" is for warehouse, factory, garage and barn doors. It has tandem trucks, hardened roller bearings and an apron 6 in long, 3¼ in. wide. This hanger appeals to customers because of the simple adjustments, anti-friction forged steel yokes and ability to stand hard usage.

Its popularity with consumers and its great demand are well founded—on merit.

With each pair of Hangers are included two End Caps, Bolts for Hangers and Lag Screws for Brackets.

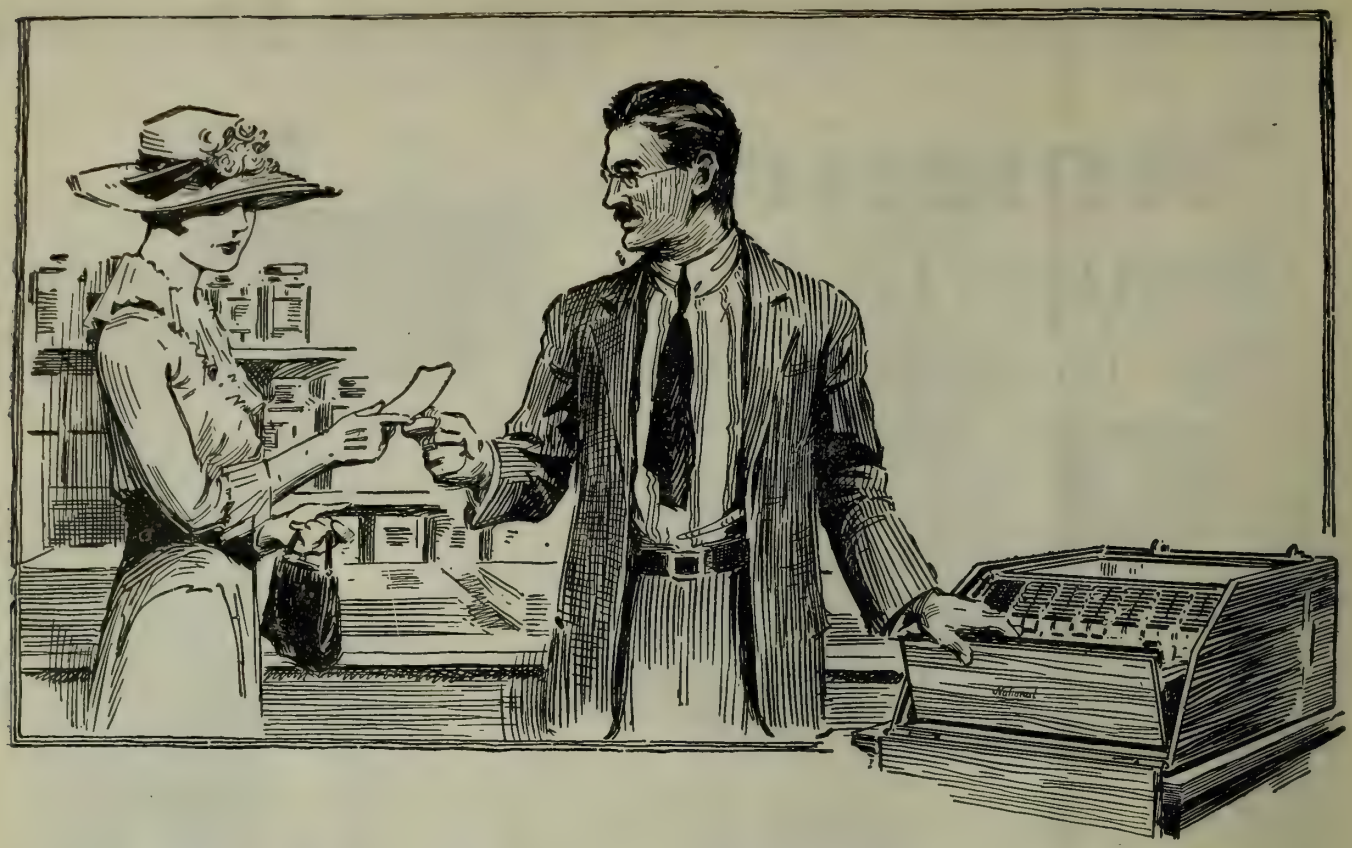
Packed one pair in a box complete with Screws and Bolts.

Weight per dozen pairs, without Brackets, 95 pounds.

It Pays You to Handle the C. S. G. Co. Line—Ask Us About It.

Canada Steel Goods Co., Limited
Hamilton, Canada

If interested, tear out this page and keep with letters to be answered.



Every account is ready for instant settlement

when the N. C. R. System for charge accounts is used

WHEN a customer comes into your store and wants to know how much she owes, you can tell her the amount instantly.

No time is wasted in hunting for her account in a large ledger. No time is wasted adding up the items or striking a balance. There is no worry about the accuracy of the figures.

Your clerk merely looks at the last charge slip filed under the customer's name in the N. C. R. Credit File, and there is the total of her account to date.

This saves time for the customer, for the clerk, and for you.

You have the satisfaction of knowing that the amount she pays is right.

You know the amount is right, because with the N. C. R. Credit File you cannot forget to make charges. You cannot forget to credit money received on account. Mistakes cannot go undetected.

Fill out this coupon and mail it to-day

Dept. 26
The National Cash Register Co. of Canada, Ltd.
97 Pelham Ave.,
Toronto, Ont.

Please give me full particulars about the N. C. R. Credit File way of handling credit accounts.

Name.....

Business.....

Address.....

The National Cash Register Company of Canada, Limited

BRANCH OFFICES:

Calgary	714 Second Street W.	London	350 Dundas Street
Edmonton	5 McLeod Bldg.	Ottawa	306 Bank Street
Halifax	100-102 Granville Street	Quebec	133 St. Paul Street
Hamilton	14 Main Street E.	Regina	1820 Cornwall Street
Montreal	122 St. Catherine Street, W.	Vancouver	542 Pender Street, W.
Toronto	40 Adelaide Street	St. John	86 Prince William Street
Winnipeg	213 McDermot Avenue	Saskatoon	265 Third Avenue, S.

FACTORY: TORONTO, ONTARIO

If interested, tear out this page and keep with letters to be answered.

How Steady is a "Steady Trade?"

YOU'VE a balance in the bank, good credit, etc., etc.—we grant all that—but—

You remember the old Danish King Canute. Well, the old boy got the notion he could stop the tide coming in and so had himself wheeled down to the shore at low tide—had a line drawn on the sand and commanded the sea to "hold off"—What happened?

If His Superior Majesty hadn't been hauled back to a higher level by his attendants he would have "gone under."

Folks of today laugh and think they're wiser than the old king, but—Mr. Hardware Dealer—don't forget that the tide of business competition is *always* coming in.

Can you afford to try to stop it by drawing a line and staying put?—*You'll be submerged.*

Get on a *higher level* of business by sending a salesman out to "sell" goods.

Give him a well established line like GTD Screw-Cutting Tools as a "calling card"—Tools that have stood the test of 47 years' experience.

GTD Taps, Dies and Screw Plates will build up your connection with manufacturers and give your house a "lift up."

Little Giant

WELLS BROS.

Company of Ltd. Galt, Ontario CANADA

Canadian Plant of the Greenfield Tap & Die Corp

World's Largest Manufacturers of Screw Cutting Tools.

GTD Screw Plates, Taps, Dies, Reamers, Gages, Pipe Wrenches

SEND—*for our No. 40 catalog (pocket size) and other information. Have your stenographer write us or send the attached coupon and get your name on our mailing list to receive this catalog and other trade information as issued.*

Wells Bros. of Canada
Galt, Ontario

Send latest No. 40 catalog and put our firm on your mailing list to receive information about your threading tools whenever issued.

*Name of person*_____

*Firm*_____

*Address*_____

H & M 20 9

If interested, tear out this page and keep with letters to be answered.

CYLINDER SECTIONAL FRONT DOOR SET

CAST BRASS or BRONZE

Showing Sectional Set No. 9438 as applied

BETTER BUILDERS' HARDWARE

Dealers and owners looking for builders' hardware of standard quality and pleasing design can save time and money by asking for—

GURNEY HAMILTON LOCKS

Lock No. 1967

Store Door, Front and Inside Door Sets, Panic Bolts, Simplex Transom Lifters, Cylinder and Bit Key Locks and Latches, Night Latches or lines illustrated in Catalogue No. 14 of Builders' Hardware.

Made in Canada

THE HAMILTON STOVE & HEATER CO., LIMITED
SUCCESSORS TO
GURNEY, TILDEN & CO., LIMITED, HAMILTON, ONT.
VANCOUVER. WINNIPEG. MONTREAL.

"SEVENTY-FIVE YEARS OF SUCCESSFUL MANUFACTURING"

Western Representatives: Mr. F. C. Moore, 143½ Higgins Ave., Winnipeg. Mr. W. G. Chester, Hamilton St., Vancouver

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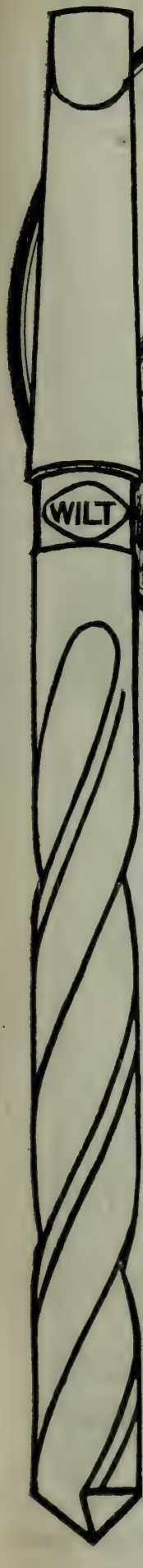
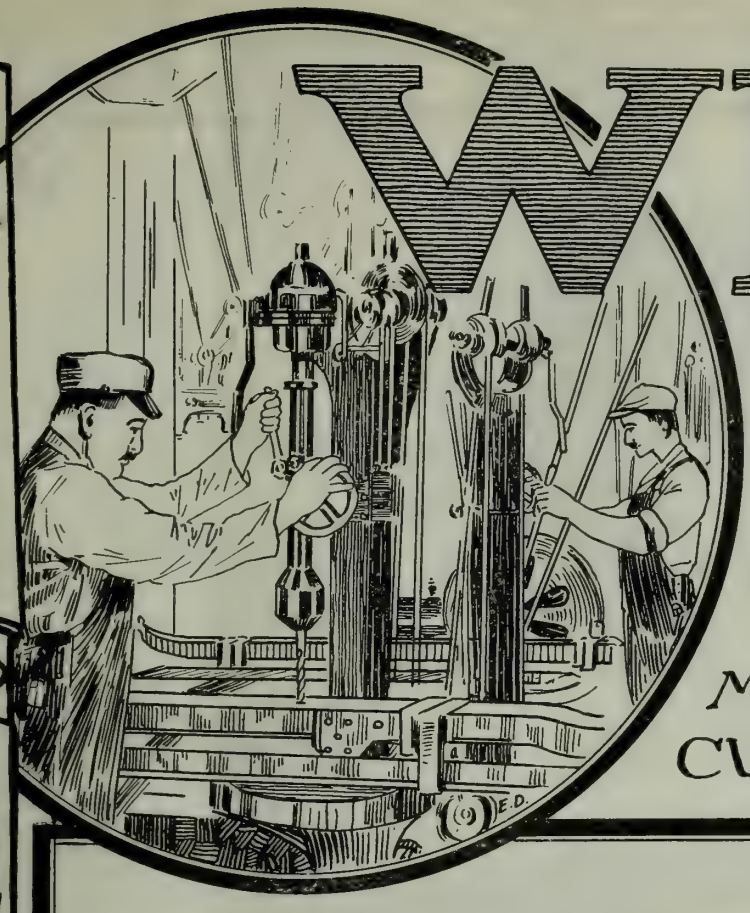
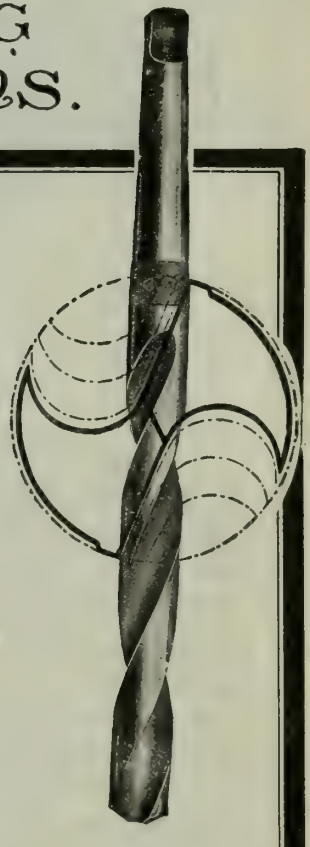


WILT



HIGH SPEED AND CARBON TWIST DRILLS,

REAMERS, AND MILLING CUTTERS.



Quality Tools

Make Permanent Trade

WILT tools make good with the men who use them. Mechanics search for the best—find, buy, and boost WILT tools. The more skilful mechanic demands WILT products. Why? Because he knows that WILT tools cut faster, more accurately, require less power and less regrinding, give longer service, and cost no more than ordinary tools.

Competition and the increased production everywhere make Quality Tools essential. If you can't supply WILT your customer won't complain—to you—they'll simply slide over to the hardware store where WILT TOOLS **are** sold.

"Where there's a WILT there's the Way" *trade* WILT *mark*

Wilt Twist Drill Company

of Canada, Limited

Walkerville - Ontario

If interested, tear out this page and keep with letters to be answered.

Starrett Books - Vol. I and II

75¢

Books That Sell Themselves

Next time a mechanic comes in to buy a tool, put a couple of Starrett books on the showcase — sort of careless like — while you're wrapping up what he's bought.

Needn't give him much of a selling talk. Just let him look 'em over — the tables on gear- and screw-cutting, machine speeds, and the like; the things he wants to know about jig and tool making, etc. Let him browse along and see how much there is in them. When he gets through, you'll have another sale to ring up.

Over 40,000 copies of Volume I have already been sold. Thousands are buying Volume II. Mechanics like them, because they're practical.

They are books that boost sales. They help machinists to do better work, and that means a bigger demand for fine tools.

Both Volumes I and II are bound in red Athol leather, lettered in gold. About 175 pages in each. Size 4½ x 7. They sell for 75 cents.

THE L. S. STARRETT COMPANY

The World's Greatest Toolmakers
Manufacturers of Hack Saws Unexcelled
ATHOL, MASS.

42-72

Sell Starrett Tools

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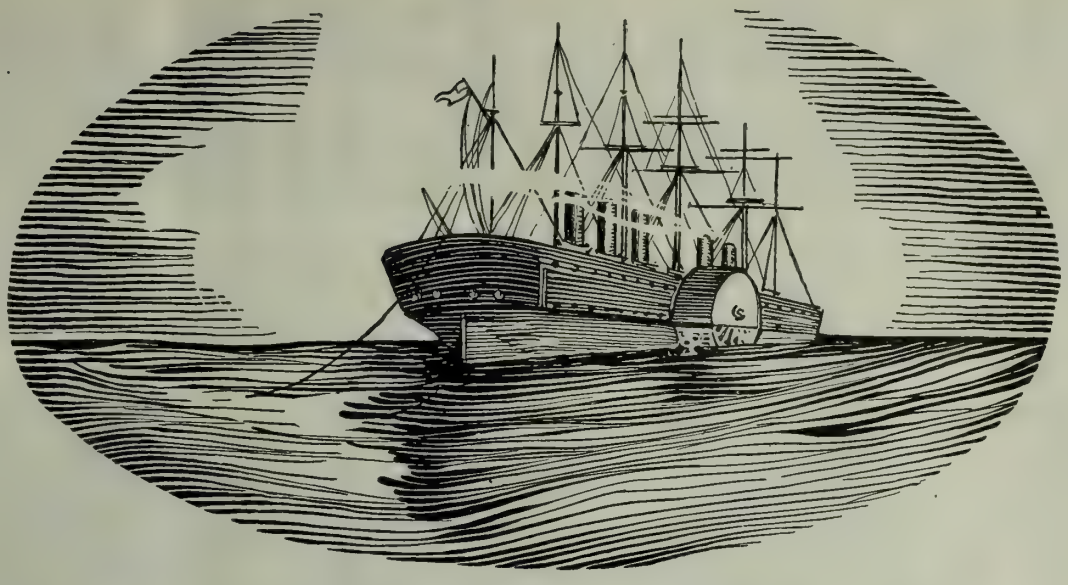

WHEN THE GREAT EASTERN LAID THE CABLE

"EUROPE and America are united by telegraph." On August 17, 1858, the operator on one side of the Atlantic received this message from the other side, the first message transmitted by the Atlantic Cable.

Plans for the laying of the cable were made soon after the invention of the telegraph in 1843, but it was not until 1856 that the first steps were taken toward connecting the two hemispheres. The first cable was lost, the second deteriorated after a few months service, and in 1866 the steamship "Great Eastern" laid the first permanently successful trans-atlantic cable.

Forty-two years before the "Great Eastern" completed her work, Plymouth-equipped sailing ships maintained intercourse between the two hemispheres. When steam took the place of sails and rigging, Plymouth was the choice of the ship-masters for hawsers and cargo hoists. With the advent of the cable, Plymouth became an important agency in its upkeep and the expansion of its service.

In every activity of intercourse between the old world and the new, Plymouth is playing an important role. It is the rope you can trust.

PLYMOUTH CORDAGE COMPANY
North Plymouth, Mass. Welland, Canada

PLYMOUTH TRADE MARK 1824

PLYMOUTH ROPE

No.11

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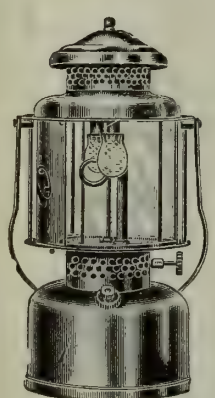
EVEREADY DAYLO FLASH LIGHTS

For Country and City Use

Ask for "Daylo" Catalogue



Coleman Quicklite

Lanterns and Lamps

For Daylight at Night in Summer Camps *and* Country Homes

Order through

Caverhill, Learmont & Company

MONTREAL

If interested, tear out this page and keep with letters to be answered.

GOODELL-PRATT

1500 GOOD TOOLS

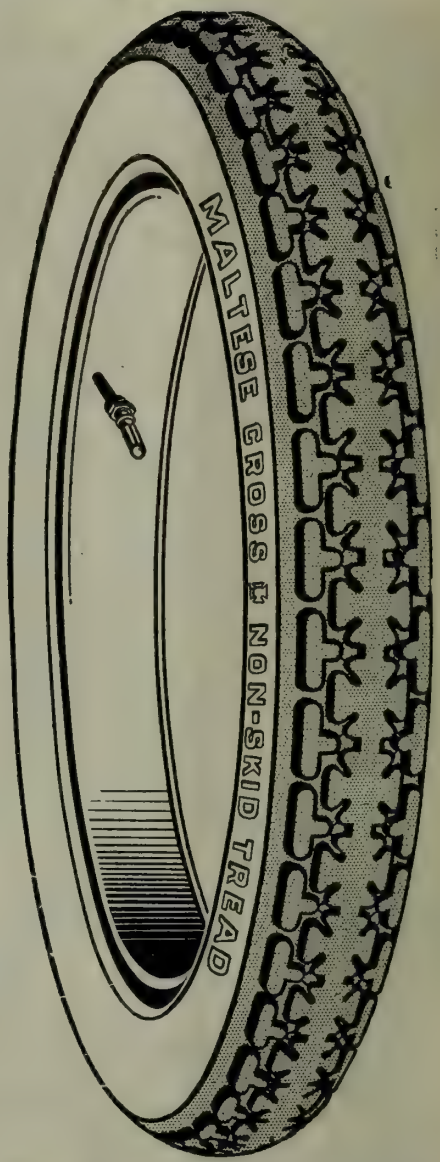
Goodell-Pratt Company, *Toolsmiths* **Greenfield, Mass., U.S.A.**

"GUTTA PERCHA" TIRES

Are Ideal for Dealers

Wise dealers know IT PAYS TO HANDLE THE BEST. The confidence you gain each time a satisfactory sale is made, is of inestimable value. Too much care can not be taken in selecting the tires you are to offer motorists. "Gutta Percha" Tires are giving absolute satisfaction everywhere. Under all conditions they "stand up" and give a keen sense of delight to the motorist. You can build a big tire business by selling "Gutta Percha"—"The Tires That Give Satisfaction" to your customers. Write us direct if you require immediate delivery.

Have You One of our Life-like "Cut Outs" for your Window? Sent free on request



Gutta Percha & Rubber, Limited

Head Offices and Factory: Toronto

Branches in all leading cities of Canada

Sold Throughout the British Empire

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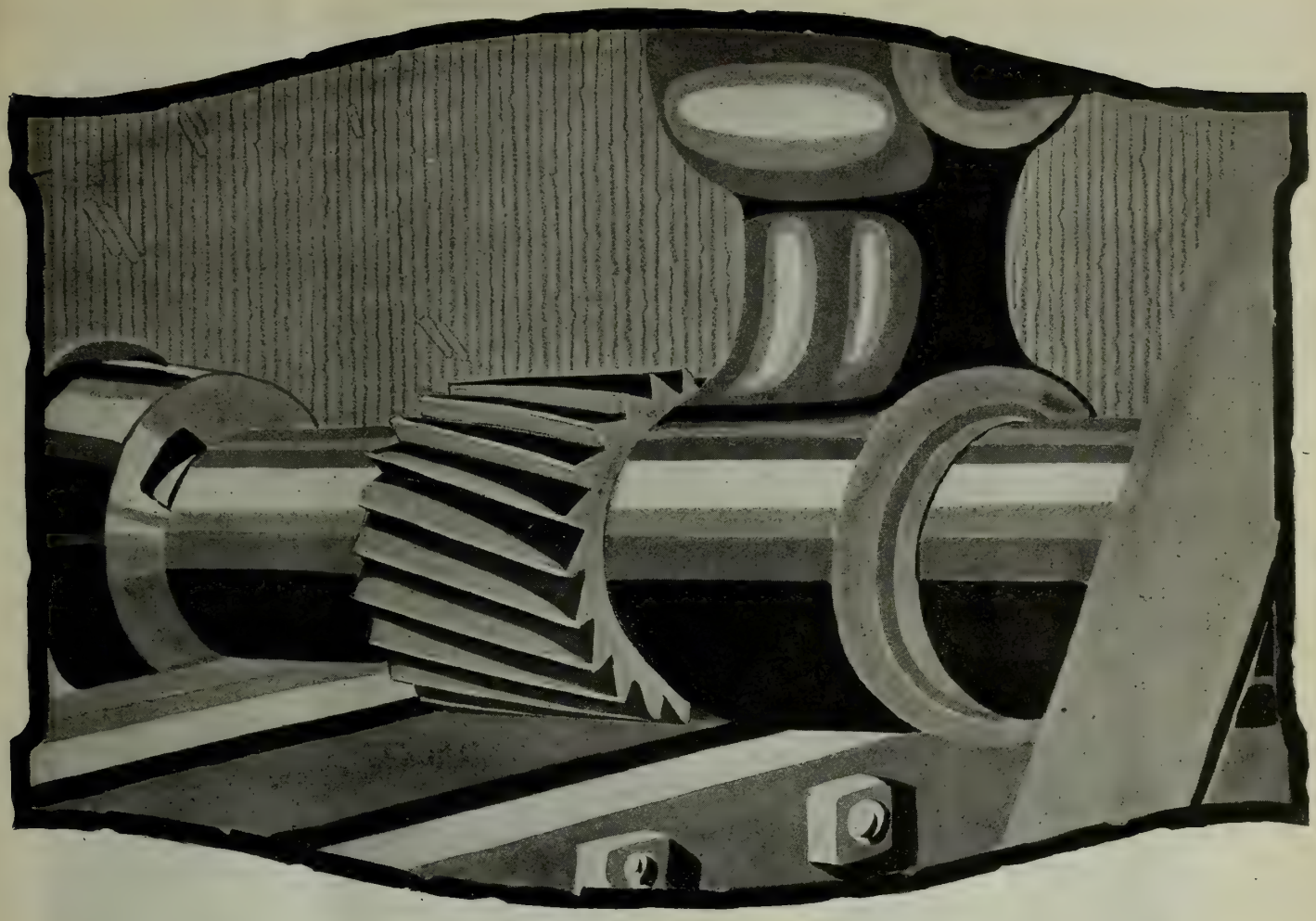


Tools to Fill Any Order

There are Butterfield Tools for every requirement. Every need of your tool department can be supplied with Butterfield High Speed and Carbon Twist Drills, Reamers, Taps, Dies, Gear and Milling Cutters and other tools. In every kind there are many styles and sizes. For unusual cases occurring in special industries we make tools to order from samples or drawings.

Every inquiry means an order to the Butterfield dealer.

Butterfield & Co., Division
Union Twist Drill Co.
Rock Island **Quebec**

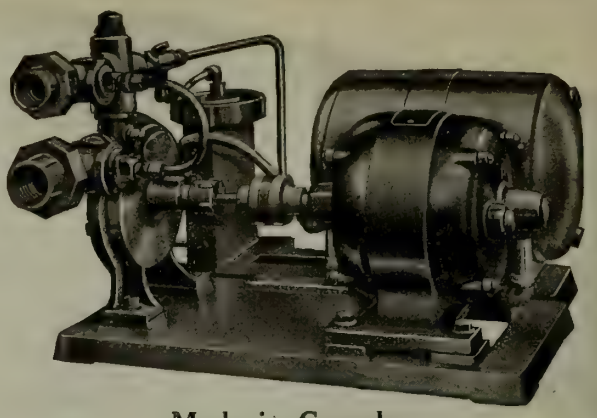
FOREIGN REPRESENTATIVES: Great Britain, Geo. H. Alexander, 83-84 Coleshill St., London, England; France, Italy, Belgium and Switzerland, Fenwick Freres, 8 Rue de Rocroy, Paris; Sweden, Norway and Denmark, Ab. Sigfr. Anderson & Co., Malmo; Spain, Casamitjana Hermanos, Barcelona; Japan, Abe Kobei & Co., Yokohama; Greece, Stephen C. Stephanson, 11 Lycourgan St., Athens; Netherlands, Wynmalen & Hausman, Rotterdam; Australia, H. R. Richardson, 82 Pitt St., Vickery's Chambers, Sydney; South America, Charles Dreyfus, B. Mitre 785, Buenos Aires, R. A.

BUTTERFIELD

If interested, tear out this page and keep with letters to be answered.

Westco

The Water System Without a Tank Is a Sure Selling Line that Will Bring You Handsome Profits



Made in Canada

An inspection of this compact system and the low initial outlay and cost of maintenance and operation will very quickly convince the farmer, rural or suburban resident that no other water system but the Westco Tankless System will do.

In selling this water system the dealer's duty is simply to explain how it operates, why it is easier to operate and maintain, and to elaborate a little on the comfort and conveniences of running water for kitchen, barns, bathroom and inside toilet for houses in country districts.

The Westco Tankless Water System is a good line to introduce, because the need of such a system is very urgent. Sales will be rapid; your profits will mount up very quickly.

Its main selling points include:

(a) Low cost to install, maintain and operate.
(b) Entirely automatic; turn tap and pump starts at once; close tap, pump ceases.
(c) Has no tank, no valves, no gears, no belt, no springs, no oil or grease cups, and is self-lubricating.
(d) Uses less power than Electric Iron while supplying water to a number of faucets.
(e) Pumps 300 to 500 gallons per hour.
(f) Needs no storage tanks; pumps water direct from well to faucets.

There are many other features too numerous to mention here. You cannot afford to ignore this business opportunity. Write at once for particulars, and obtain the selling rights in your territory if it is still open.

Westco Pumps, Limited, 707 Yonge St., Toronto, Ont.

SHEET LEAD

[We make] LEAD PIPE up to TWELVE INCHES [in diameter. LEAD TRAPS LEAD [BENDS SOLDER

LEAD PIPE

We make SHEET LEAD up to EIGHT FEET WIDE and can make PROMPT SHIPMENT

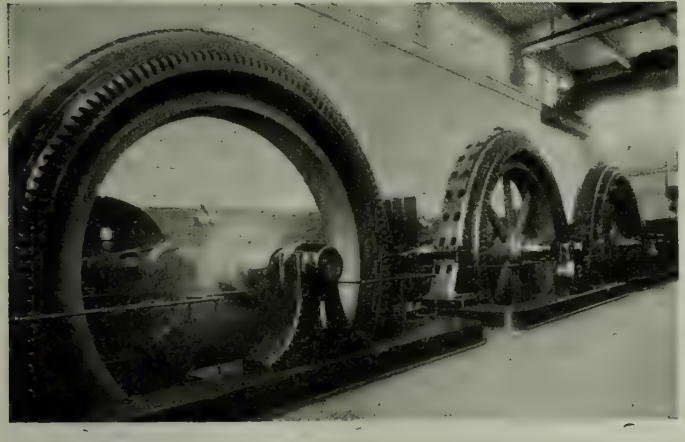
THE CANADA METAL CO., Limited

HEAD OFFICE TORONTO BRANCH FACTORIES HAMILTON MONTREAL WINNIPEG VANCOUVER

If interested, tear out this page and keep with letters to be answered.

Story for week dated July 3, 1920. **Being No. 12 in the series.**

Eighteen Thousand Horse-Power Behind The Eddy Company Machinery



WHEN Ezra Butler Eddy began business at Hull in 1854 the Chaudiere Falls were fuming and thundering over their rocks unharnessed as they had been for generations. E. B. Eddy began to harness them. Gradually the immense power running to waste in old days over those falls has been conserved for industrial use. The great electric generations illustrated above are to-day developing 18,000 horse power, and run the whole giant array of the Eddy Company's manufacturing machines. The plant is declared by experts to be the most complete, and best laid out of its kind on the American continent. Its foundations are laid on steel piles based on the solid rock below the falls, and 35,000 bags of cement were used in the concrete work of the power house. The whole power house is absolutely fire-proof, and from its switchboards are controlled the great grinding machines of the pulp mills, the paper-making machinery, the match-making machinery, the machinery for manufacturing the indurated ware, the machines at the sulphide plant, the series of fast-running saws that cut the logs, the complete array of conveyors that carry them, the box-making and bag-making machines, the construction and repair shop machinery, the lighting plant and fire apparatus. The Chaudiere Falls have got pretty busy since E. B. Eddy took hold at Hull.

Reasons Why of Indurated Fibre Ware's Great Sales

Your customers are favorably impressed and easily sold because they appreciate ware that, being seamless and without joints, cannot leak, shrink, or fall apart; that is impervious to liquids, odors and taints; that holds the heat of hot water longer and cannot rust; that never becomes battered or dented and provides no lodging place for germs. It is lighter, saving labor. It sells quickly, easily and profitably for the merchant.

Showing Them Sells Them

Hubbell Quality does the talking.

And Hubbell Sockets live up to this good first impression.

For back of each one is good material, honest workmanship and correct design.

---another reason why Hubbell Electrical Specialties excel.

Send for the Hubbell Catalog.

HARVEY HUBBELL COMPANY

OF CANADA LIMITED

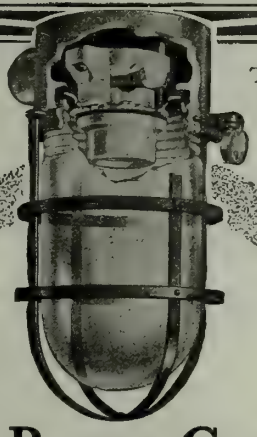
ELECTRICAL SPECIALTIES

TORONTO CANADA

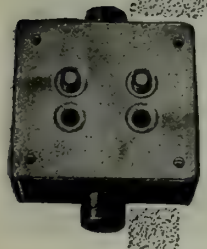
HUBBELL REG. CAN. PAT. OFF.

If interested, tear out this page and keep with letters to be answered.

CONDULETS



Type V



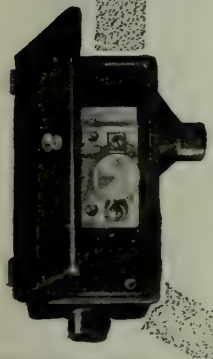
Battery Room Condulets

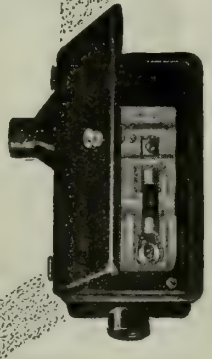
V Series

IN Battery Rooms or wherever there is dampness, gas or fine dust, Condulets of the V Series meet every requirement. They remain vapor, gas and dust-proof even though globes be removed for lamp renewals or are broken. This series comprises many types and sizes.

Y Series

THESE Condulets are designed to take all standard makes, types and capacities of fuse cutouts. They are provided with a cut-out fastening plate which permits mounting without any drilling or tapping. The Condulet is easy of access as it is provided with a hinged door equipped with a spring catch. This Condulet is a stock article, ready to install, will take any cutout you have in stock and can be obtained from all electrical supply houses.





FS Series

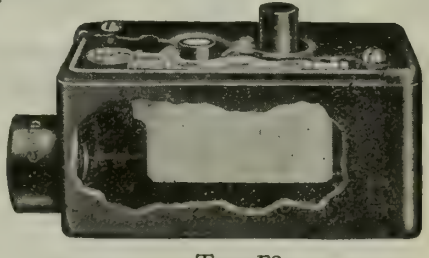
THIS Condulet will take flush switches or any standard rectangular wiring devices. Ample room is provided for wiring the device and for passage of extra wires. The Condulets are cast iron and fully protect switches against mechanical injury when mounted on the side walls.

CROUSE-HINDS COMPANY
of Canada, Limited
TORONTO, ONTARIO, CANADA

Condulets Panelboards
Knife Switches Floodlights
Guy Anchors

Type YC

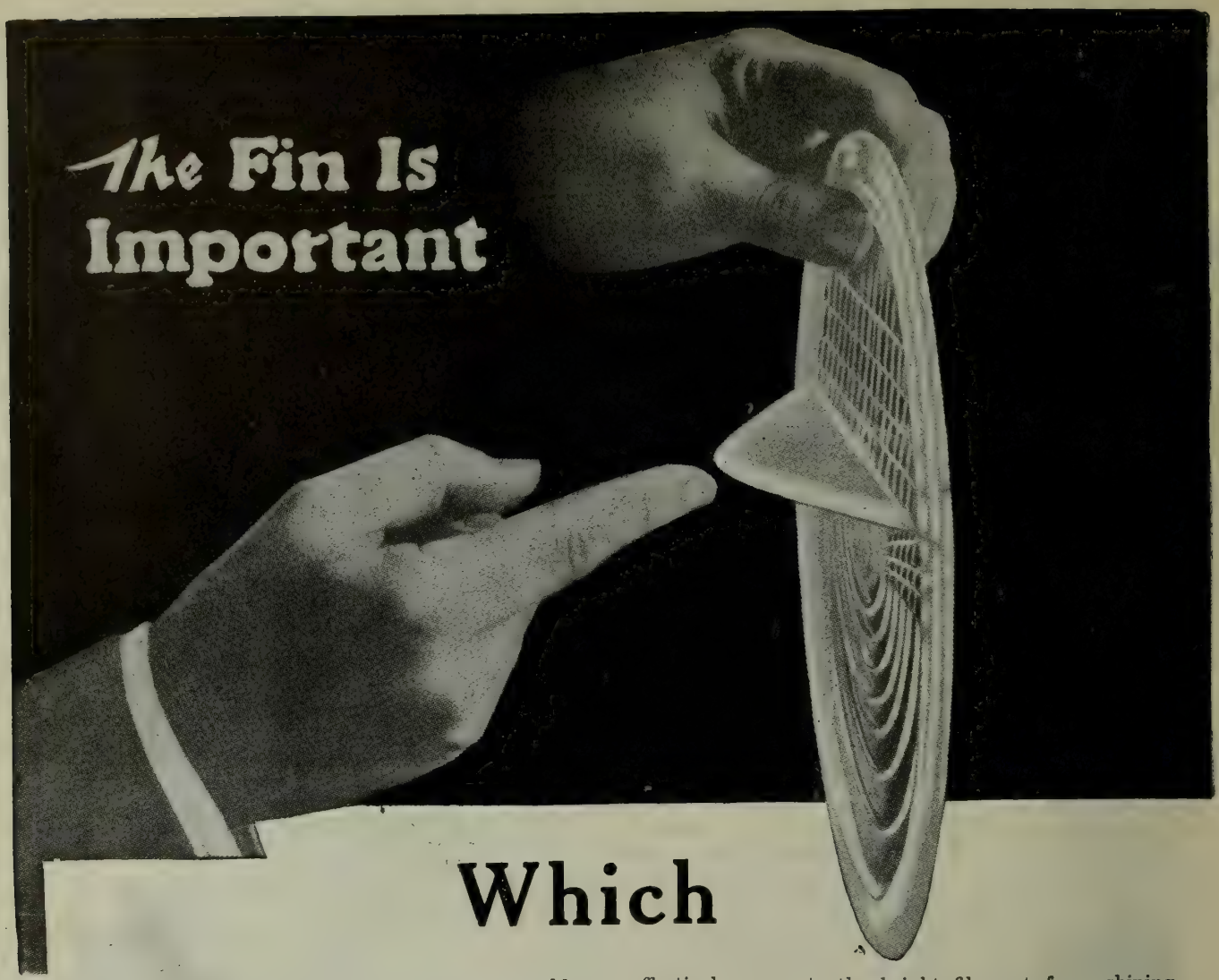
Condulet the Job



Type FS

CROUSE-HINDS

If interested, tear out this page and keep with letters to be answered.



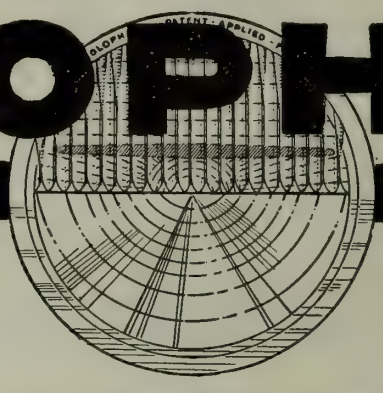
Which

Make of lens ought you to push? It is quite a problem, we know. Let us help you. We carefully investigated all the well-known makes. Our decision was Holophane, "the lens with the fin."

The Holophane lens is a triumph of engineering skill applied to automobile lights. The fin, or shelf extending backwards just above the bulb of the lamp, is obscured by a very smooth etching, which diffuses the upward light from the bulb that strikes the reflector and effectively prevents the bright filament from shining in the eyes of those approaching. In other words, the Holophane lens is designed to eliminate glare and still give you a light strong and powerful enough to make night driving safe and enjoyable—for both you and the "other fellow." The Holophane presents a smooth outer surface, another decided advantage.

The Holophane offers an attractive proposition, which our nearest Sales Branch will be only too pleased to explain.

HOLOPHANE

THE LENS WITH  **THE FIN**

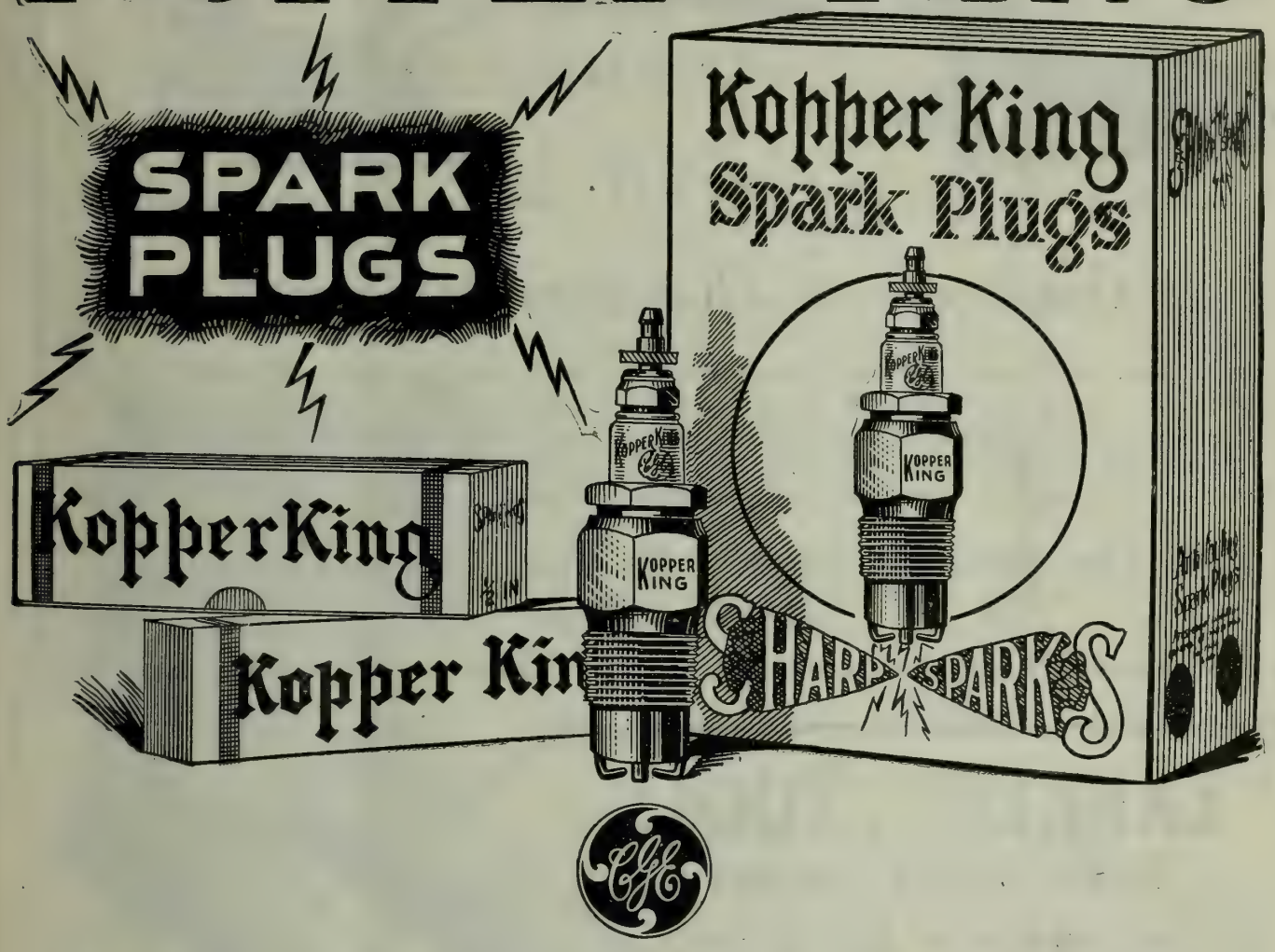
Canadian General Electric Company, Ltd.

Head Office: Toronto

Branch Offices: **Montreal, Quebec, Sherbrooke, Halifax, Sydney, St. John, Ottawa, Hamilton, London, Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria**

If interested, tear out this page and keep with letters to be answered.

KOPPER KING



There is a Reason

THE phenomenal demand for Kopper King Spark Plugs is not just a lucky accident. There is a reason.

It's the spark that moves the motor. The performance of the engine depends, largely, upon the fitness of the spark plug for its work.

Kopper King Plugs meet completely the exacting requirements of car owners, who are seeking the utmost freedom from spark plug trouble.

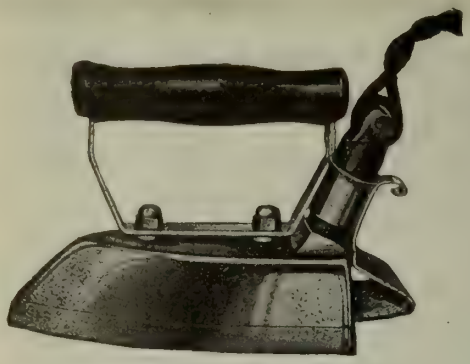
One Kopper King sells another.

Canadian General Electric Company, Limited

Head Office TORONTO

Branch Offices: Montreal, Sherbrooke, Quebec, Halifax, Sydney, St. John, Ottawa, Hamilton, London Windsor, Cobalt, South Porcupine, Winnipeg, Calgary, Edmonton, Nelson, Vancouver and Victoria

If interested, tear out this page and keep with letters to be answered.



Cat. No. 106 Model "B" 6-lb. Iron

National ELECTRIC Irons

6-lb. Classic Iron, also laundry and tailor irons

Quality Irons That Stay In Service

The National Electric Model B, and The Classic Irons are irons that stay in service. They are perfectly balanced, heat evenly, and give the consumer years of satisfaction. The dealer who stocks and sells the National line will make permanent friends of his customers as well as assuring himself of other sales in other National lines. Write for our latest discount sheet and proposition.

The National Electric Heating Co., Limited
Toronto, Canada

"YANKEE" TOOLS

PUSH DRILL No. 44

Saves Time at Every Turn

Here you have a rapid fire drill, with adjustable tension for hard or soft woods and the 8 different size Drill Points furnished with it.

A turn of the cap does the trick that saves time, labor and Drill Points. This drill is about as valuable to the average mechanic as any "Yankee" Tool we make. Built for hard service.

Your Jobber Can Supply

NORTH BROS. MFG. CO.
PHILADELPHIA, PA.

If interested, tear out this page and keep with letters to be answered.

The "Seafoam"

ELECTRIC POWER

Washing and Wringing Machine

Wrings While it Washes, Washes While it Wrings

is a common-sense washer and wringer that sells for a price that meets the popular demand. It is a Canadian-made machine that has been giving real satisfaction for ten years. Dealers who have not handled the Seafoam are missing much washing machine business. It can be readily sold to people who are keen buyers—who appreciate value, because they can secure a washing and wringing machine at a reasonable price that is not surpassed anywhere, at any price. The Seafoam does thoroughly all the washing and wringing by power without wear and tear on the clothes, and what machine will do more—even at double the price.

SEAFOAM FEATURES

Unsurpassed washing principle—wooden dolley moving halfway around and back forces the hot suds through the clothes and thoroughly washes them in a few minutes.

Cypress tub—nothing to corrode or tear clothes—keeps water hot.

Reversible wringer with highest grade rolls—will start, stop or reverse instantly. Controlled by lever conveniently placed at side of tub.

Safe to operate—as being belt driven the motor is protected against overloading. All gears being covered the danger of accidents is removed. Safe for children to be around.

Simple in construction—does not easily get out of order.

Attractively and durably finished. Shipped complete ready to operate on ordinary house lighting service.

ALSO SUPPLIED FOR GASOLINE ENGINE POWER

DOWSWELL, LEES & CO., LIMITED

HAMILTON, CANADA

Eastern Representative
JOHN R. ANDERSON, MONTREAL

Western Representatives :
HARRY F. MOULDEN & SON, WINNIPEG

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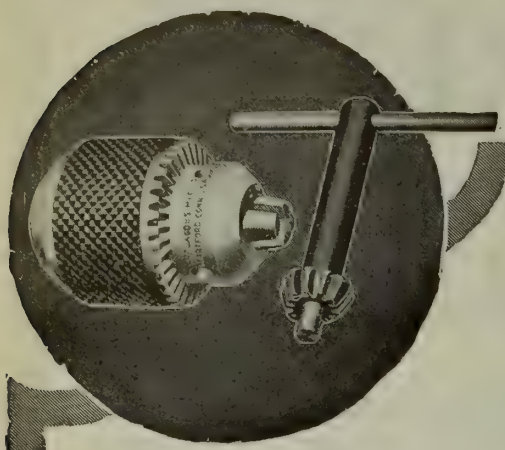
JACOBS CHUCKS



---they have made good

Their performance has been checked up and O.K'd by the man who works with them and by the man who pays for them.

That's why Canadian Hardware Dealers handling mill supplies have found Jacobs Chucks a most profitable line.

THE JACOBS MFG. CO. HARTFORD, CONNECTICUT, U.S.A.

RAILROAD MILK CANS

We shall be glad to supply, in addition to our General Catalogue, information on Galvanizing, Steel Castings, Oil Stoves, Enamelled Signs, etc.

These "Apollo" Cans have a hoop of heavy section iron—1½ inches by ¼ inch—fitted on bottom to inside of body, giving extra protection against rough handling. Seamless necks and dome or seamless covers. A thoroughly reliable can in every way. 5 sizes—4, 5, 6, 8 and 10 gallons.

The Thos. Davidson Mfg. Co. Limited

DAVIDSON'S PREMIER MADE IN CANADA THE SEAL OF DURABILITY

Head Office : Montreal

Branches:

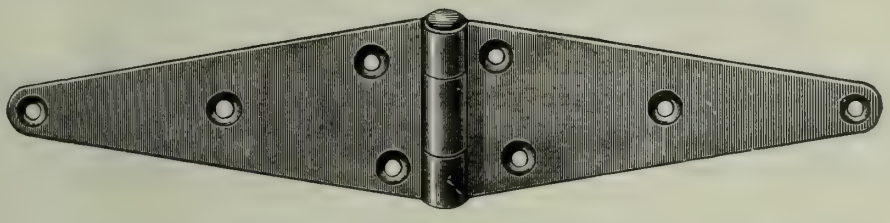
Toronto and Winnipeg

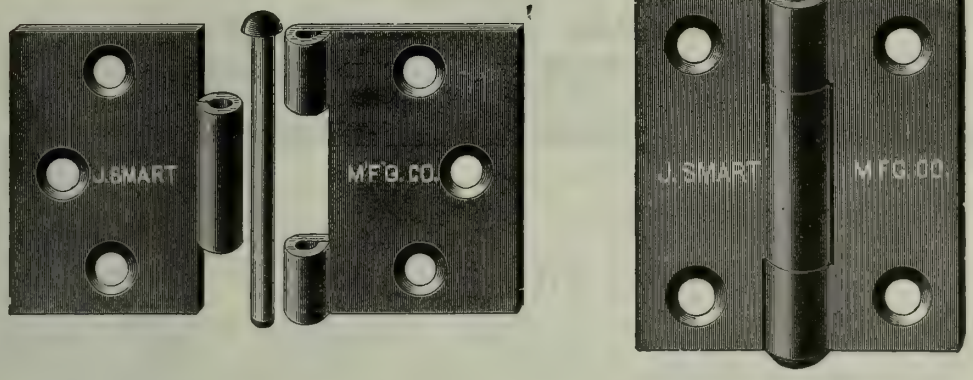
Steel Foundry Division:
Lachine Canal, Turcot

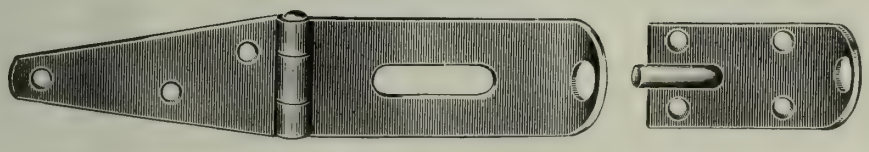
DAVIDSON

CANADA
FOUNDRIES & FORGINGS
LIMITED

THREE SCORE YEARS AND TEN







MAKING GOOD BUTTS AND HINGES

AT

JAMES SMART PLANT

BROCKVILLE, CANADA

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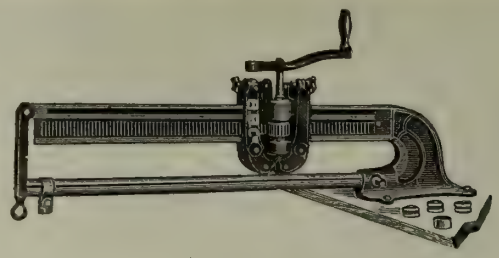
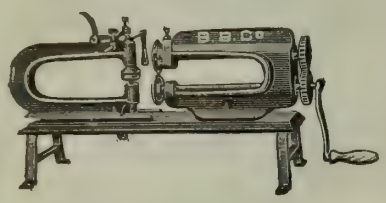


No. 30—Groover



No. 22—Circular Shear

Steel Brake

Are You

using up-to-date tools or are you losing contracts on account of high labor costs.

The solution is **Install BB Tools,** which give you the maximum production at the **Lowest Cost.**

Tin Folder

Bending Rolls

The Brown, Boggs Company, Limited

HAMILTON ONTARIO

MANUFACTURERS OF

Tinsmiths' and Heavy Sheet Metal Working Machinery

EASY TO HANDLE— ALWAYS DEPENDABLE

The Empire Aluminum level is the popular tool of the quality workman. It is unusually light in weight, its wide hand openings offer easy and convenient grips, the dustproof vial cases present a clear view of the level glasses under all conditions, and—of primary importance—its hair line accuracy can absolutely be depended upon. These are some of the many features that make the Empire Level the most talked of tool of its kind on the market to-day.

Empire Aluminum Levels are made in three different styles; the Adjustable Level with vial cases that can be adjusted to level and plumb off angles, the Stationary Level with vial cases fixed in one position, and the Millwright's Level with a grooved leveling surface for use on pipes and machine parts.

If your dealer hasn't got them write us.

EMPIRE LEVEL MANUFACTURING COMPANY

313 First Avenue **Milwaukee, Wis.**

Canadian Office:
140 McGill Street, Montreal, Que.

The Empire line of levels includes over 20 styles made in both wood and aluminum.

Jobbers:

If you are not jobbing Empire Levels your stock is incomplete. Write to-day for our prices.

If interested, tear out this page and keep with letters to be answered.

TABLE CUTLERY

CELEBRATED I-XL QUALITY

MANUFACTURED BY

GEO. WOSTENHOLM & SON

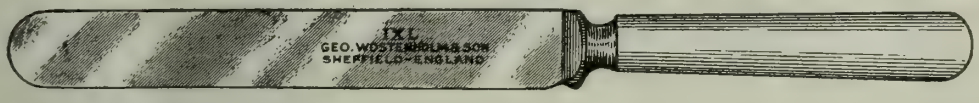
LIMITED

SHEFFIELD - ENGLAND

No. 2589

No. 2589 Table knives, also made in dessert size, with square grained celluloid handles, highly polished blades.

No. 5366



No. 5366 Table knives, also made in dessert size, with oval grained celluloid handles, hollow bolster, highly polished blades.

No. 5373

No. 5373 Tables knives, also made in dessert size, with oval grained celluloid handles, waterloo bolster, highly polished blades.

Wostenholm table cutlery is sold with a positive guarantee on every blade and every sale means a satisfied customer.

Our workmen are of the most skilled in Sheffield, the tempering, grinding and finish therefore is brought to the highest point of efficiency.

The handles are of the finest selected grained celluloid, secured in such a manner as to assure their being fast.

SELLING AGENTS FOR CANADA

A. MACFARLANE & CO., LTD.

MONTREAL, QUE.

If interested, tear out this page and keep with letters to be answered.

ECONOMY

the watchword of the hour.

PH and IMPERIAL FILES

Save TIME, — *"They cut faster*
and *and*
Save MONEY, — *wear longer".*

P H IMPERIAL

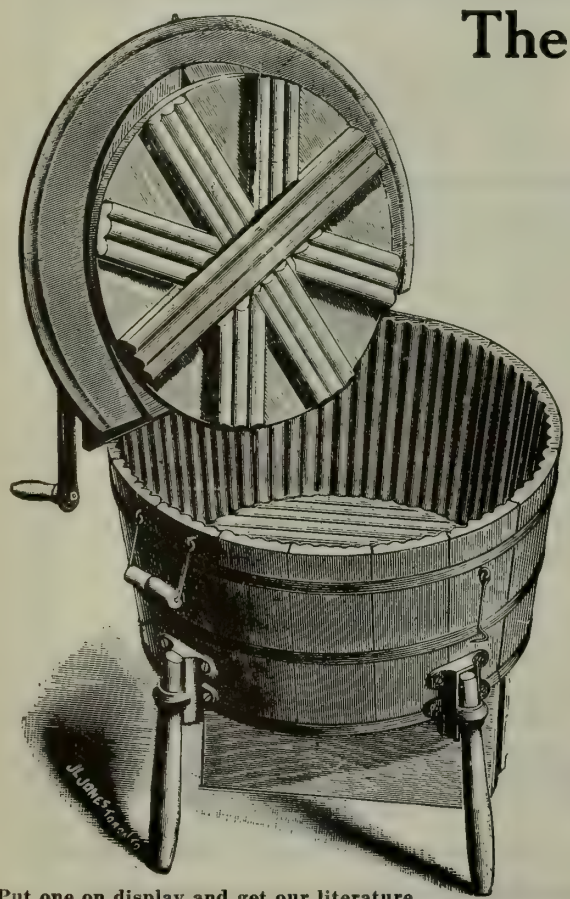
Judged by all standards they are the most economical files to buy.

Be File-Wise.

INGERSOLL FILE COMPANY, LIMITED.

John Morrow Screw and Nut Company, Limited,
Sole Distributors,
INGERSOLL, ONTARIO.

INGERSOLL



Put one on display and get our literature

The "STEPHENSON" Washing Machine Sells Readily

It requires but a few moments of your time to explain the merits of the Stephenson Water Power Washing Machine—and then the sale is completed. Your customer will have no reason to doubt your statements, because each and every wash day will prove your claims for the "Stephenson" in their entirety.

We urge that you prominently display this washing machine in your store. All details as to prices, sales helps and literature are here for the asking. Write us now. It's in your best interests to do so.

Taylor-Forbes Co., Limited

HEAD OFFICE AND WORKS
Guelph, Ont.

TAYLOR-FORBES CO.
246 Craig St. W., Montreal

TAYLOR-FORBES CO., LTD.
1070 Homer St., Vancouver

H. C. ROGERS, LTD.
147 Prince William Street, St. John, N.B.

H. F. MOULDEN & SON
314 Conferation Life Bldg., Winnipeg

If interested, tear out this page and keep with letters to be answered.

KIDDIE KAR TRAILER

The Trailer

Makes the Kiddie-Kar Perfect

Just fills the child's ideal. Parents appreciate this and the Trailer, like Kiddie-Kar, has been so widely advertised that the dealer finds ready acceptance for them both. It's a quick turnover with good profit proposition.

Canadian K-K Company

Limited

Elora, Ontario, Canada

Artistic Bath Room Fixtures

Beautiful Everlasting White Porcelain Enamel

ON SPECIAL IRON

Stronger than China, outwears all Imitation Paint Enamels or Celluloid finishes, at a price within the reach of all.

American Enamel Products Co.

CHICAGO, ILL.

MADE IN CANADA

Blacksmiths' Boiler Makers' Machinists' AND Pipe Fitters' Tools

Write for Catalogue

A B. Jardine & Co.

LIMITED

HESPELER, ONT.

COLONIAL WIRE MFG. CO., LIMITED

WORKS: LACHINE CANAL, MONTREAL

MANUFACTURERS OF

SMOOTH STEEL WIRES—Bright annealed, oiled and annealed.
Tinned Mattress Wire, Broom Wire, Fine Wires—Plain and Galvanized.
FENCE STAPLES—WIRE NAILS—WOOD SCREWS
PUMP RODS—Plain and Galvanized.

SELLING AGENTS:

CANADIAN TUBE & IRON CO., Limited, MONTREAL

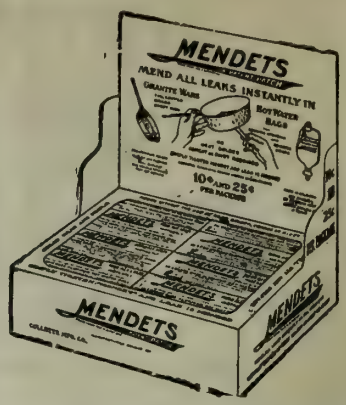
If interested, tear out this page and keep with letters to be answered.

MENDETS
A PATENT PATCH

Millions of Boxes Sold

They Sell Themselves

Collette Mfg. Company
Collingwood, Ontario
Your Jobber has them



Wrought and Steel Plate
WASHERS
OF ALL DESCRIPTIONS

ROUND AND SQUARE

PLAIN OR GALVANIZED

Annealed Rivet Burrs; Felloe Plates; Sheared and Punched Plates; Malleable Washers and Cast Iron Washers.

PROMPT SHIPMENTS
We Guarantee Quality and Service.

Wrought Washer Mfg. Co.
Milwaukee, Wis.

Twines

Counter, Express and Factory, in Cotton, Jute, Hemp

Walter Woods & Co.
Hamilton and Winnipeg

PINK'S LUMBERING TOOLS

The Standard Tools in every province of the Dominion, New Zealand, Australia, etc.

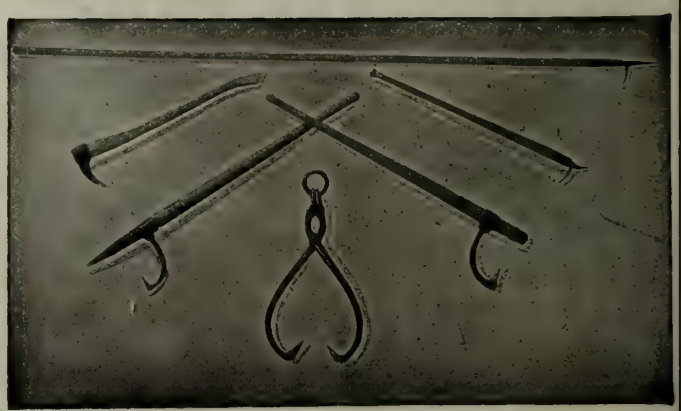
We manufacture all kinds of lumber tools. Light and Durable.

LONG DISTANCE PHONE No. 87.

Send for Catalogue and Price List.

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

THOS. PINK COMPANY, LIMITED
Manufacturers of Lumber Tools
Pembroke Ontario



If interested, tear out this page and keep with letters to be answered.

Frost King

Always Cool Running

High anti-friction properties, unequalled endurance, and cool-running qualities are points that make Frost King preferred by consumers. The fact that the annual sales of Hoyt Metals amount to $10,000,000 is convincing evidence of the superior quality and popularity of these efficient metals.

Hoyt Metal Company
Montreal TORONTO Winnipeg

TRIMO

The Trimo Pipe Cutter can be converted into a one-wheel or three-wheel cutter by substituting wheels for rolls or rolls for wheels. When making changes care must be taken to replace cotter pins which must always be in place to give proper service.

The Trimo Monkey Wrench is built for strength, especially adapted for heavy work and railroad use.

Trimont Mfg. Company
Roxbury (Boston) Mass, U.S.A.

Wanted!

Canadian Manufacturer To make well known U.S line of wrenches

Correspondence solicited from completely equipped machine shop who would be interested in manufacturing for Canadian market one of the best known and highest type lines of wrenches, now being successfully marketed on a large scale in the U.S.

The line is an ideal manufacturing proposition and is adaptable to nearly all lines of business—giving an unequalled opportunity for large scale operations and presenting a real source of profit to the plant equipped to handle the manufacturing for Canada.

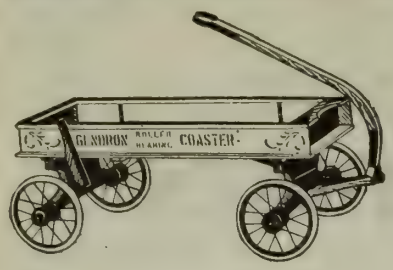
Please do not answer unless you are in a position to talk business.

Address—
U.S. Manufacturer,
Care of Hardware and Metal
Toronto

If interested, tear out this page and keep with letters to be answered.

THE GENDRON MFG. CO., LTD., Toronto, Canada,

Makers of Children's Vehicles, Bathroom Fittings, Sleds and Sleighs



Lines comprise Metal and Wood Body Express Wagons, Velocipedes, Doll Cabs, Go-Carts, Baby Carriages, Carriers, Invalid Wheel and Rolling Chairs, Towel Bars, Soap and Sponge Holders.

The Gendron Mfg. Co., Limited, 137 Duchess Street, Toronto, Canada

VOL-PEEK

MENDS HOLES IN POTS AND PANS

Stop that Leak

Vol-Peek will do it. Mends pots, pans, tinware, graniteware, copper, aluminum, etc. A necessity in the kitchen. Costs only half a cent a mend. Guaranteed to give satisfaction. Send $3.50 for our bright-colored display stand of 24 packages. 70% profit for the dealer. Well advertised all over Canada.

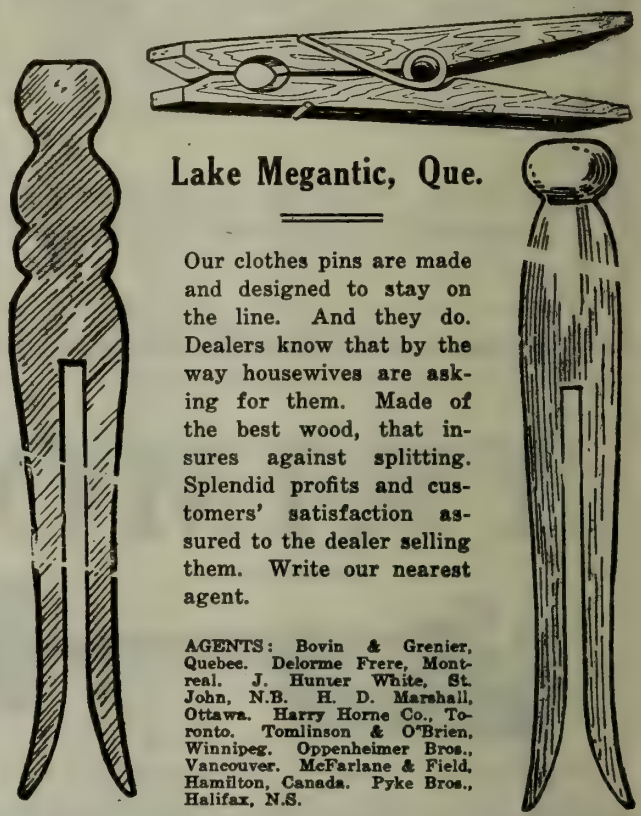
At your jobber's, or

H. NAGLE & CO., Box 2024, MONTREAL

(Owning and Operating Vol-Peek Mfg. Company)

The Megantic Broom Mfg. Co., Ltd.

Manufacturers of Brooms and Clothes Pins



Lake Megantic, Que.

Our clothes pins are made and designed to stay on the line. And they do. Dealers know that by the way housewives are asking for them. Made of the best wood, that insures against splitting. Splendid profits and customers' satisfaction assured to the dealer selling them. Write our nearest agent.

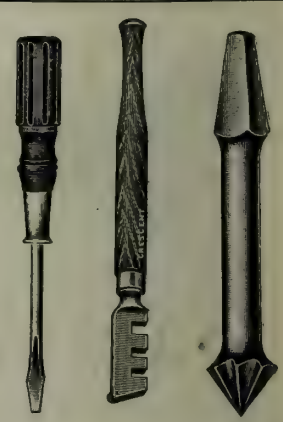
AGENTS: Bovin & Grenier, Quebec. Delorme Frere, Montreal. J. Hunter White, St. John, N.B. H. D. Marshall, Ottawa. Harry Horne Co., Toronto. Tomlinson & O'Brien, Winnipeg. Oppenheimer Bros., Vancouver. McFarlane & Field, Hamilton, Canada. Pyke Bros., Halifax, N.S.

"Crescent"

The Line that takes little Space, a Small Investment and gives Quick Turnover

For Dealers' Profit

The Crescent Company's line of Small Tools and Hardware Specialities is well known by name. When serving customers mention Crescent goods and your customers will appreciate your store, for they believe in Crescent Tools and respect the judgment of the dealer who sells them.



At all Good Jobbers

***Canadian Representatives*: CAMPBELL AGENCIES, Toronto, Canada**

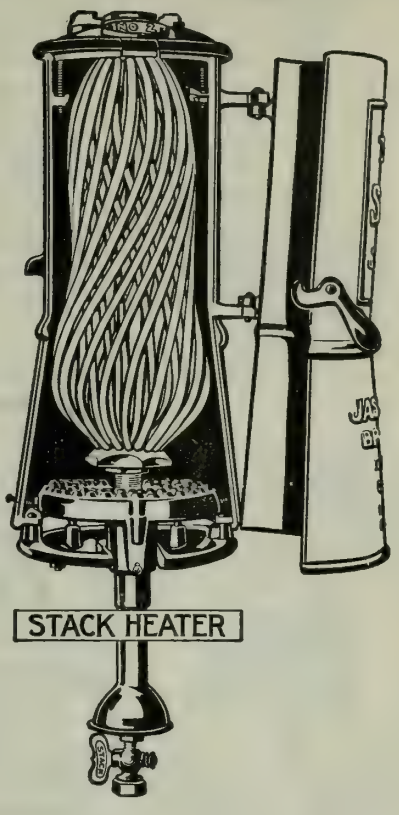
THE CRESCENT COMPANY, Meriden, Conn.

Remember "Crescent" for Trade Building

They Sell Themselves

One look into a Stack Water Heater will convince even the customer with no technical or mechanical knowledge. The burner and its location; the net-work of heating pipes with their nearly vertical direction and greatly multiplied heating surface tells the story—the customer buys.

Send for a Stack Heater display card.



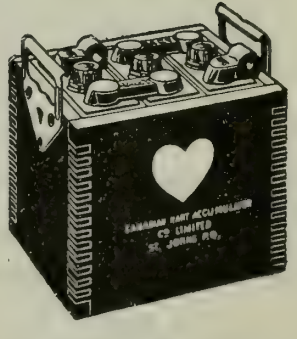
The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, Toronto, Ontario

Batteries that Serve Well

Will Sell Well

The kind that at all times and under all conditions give perfect service are the best batteries to sell. Hart Batteries are dependable and efficient. Approved and used by the British Admiralty on submarines, they are making new history on motor cars. Always "full of pep" and ready to meet any requirement, Hart Batteries will delight your customers. Write us for prices and terms to dealers.



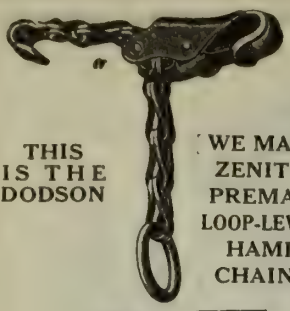
Vulcanizing that Satisfies

Good vulcanizing will save your customers many dollars. Don't run the risk of having tubes and casings ruined by inexperienced vulcanizers. Our department is in charge of experts who are ready for your work. Estimates will be furnished before the work is put in hand if desired. Send all tires and tubes express prepaid.

Samuel Trees & Co., Limited

42 Wellington Street E., Toronto

If interested, tear out this page and keep with letters to be answered.



THIS IS THE DODSON

WE MAKE ZENITH PREMAX LOOP-LEVER HAME CHAINS

9 F

EMBOSSED LETTERS AND FIGURES

THE USER WANTS THE BEST IN HARNESS GOODS TODAY

"Premax" and "Premax Special," Weldless, Flat-link Chains have satisfied critical, discriminating customers for 25 years—are doing so to-day. Dealers who KNOW stock them. Others should. They build permanent profits.

QUALITY, SERVICE, SATISFACTION, PROMPTNESS

Our Hame Chains are leaders. Halter, Jockey, Stallion, Bit, Trace and Breast Chains. Spreaders, Dog Leads, Traps, Key Rings, Key Chains, Number Plates, Name Plates, all sizes and finishes. Building Supplies, etc. Embossed Letters and Figures, Brass and Aluminum are Trade Builders. Let's get acquainted. Write to-day for Catalog No. 25 HM7.

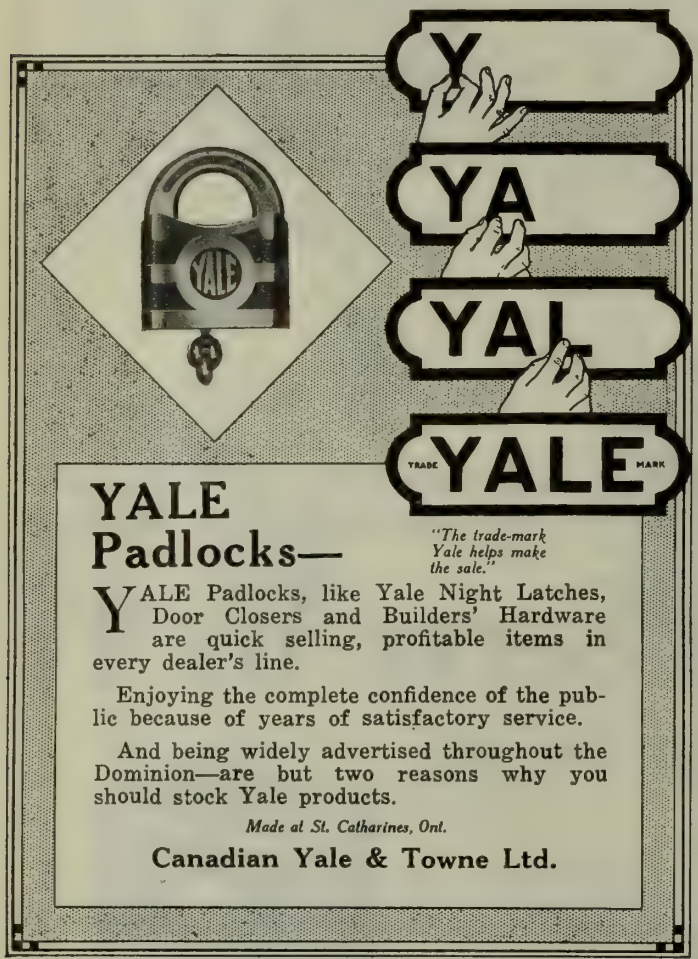
NIAGARA FALLS METAL STAMPING WORKS

Makers of Hardware Specialties

237-239 TENTH ST., NIAGARA FALLS, N.Y.

Western Canadian Sales Agent:
D. A. McDonald, 141 Bannatyne Ave., Winnipeg, Canada.

NIAGARA WRNUGHT STEEL HARNESS SNAP



YALE Padlocks—

"The trade-mark Yale helps make the sale."

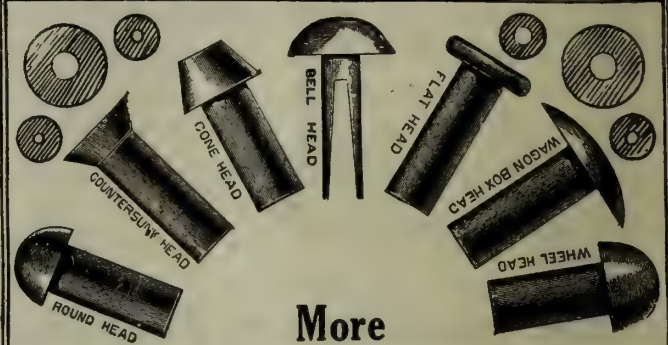
YALE Padlocks, like Yale Night Latches, Door Closers and Builders' Hardware are quick selling, profitable items in every dealer's line.

Enjoying the complete confidence of the public because of years of satisfactory service.

And being widely advertised throughout the Dominion—are but two reasons why you should stock Yale products.

Made at St. Catharines, Ont.

Canadian Yale & Towne Ltd.



More Profitable Lines for the Hardware Dealer

Our products earn maximum profits for the dealer. A trial order will convince you of their great sales-producing qualities.

We manufacture—

Iron, Copper and Brass Rivets
Small Washers and Burrs
Wire Nails
Countersunk Clout Nails
Escutcheon Pins (Brass and Steel)
Tubular and Bifurcated Rivets
Copper and Steel Boat and Canoe Nails, Etc.

The Parmenter & Bulloch Co., Ltd.

GANANOQUE, ONTARIO

John R. Anderson, 36 Dizier St., Montreal. E. Fielding & Son, 9 Front St. East, Toronto. David Philip, 138 Portage Ave. East, Winnipeg. W. O. Webster, 1396 Granville St., Vancouver.

E. Roy.
65½ St. Andre St., Montreal, Que.

A. S. Butchart.
26 Adelaide St. W., Toronto

C. C. Cartwright,
Union Trust Bldg., Winnipeg

4 Good Reasons --READ 'EM

Why you should sell Rolled Thread Bolts and Screws:

BETTER QUALITY—Rolled Thread Bolts can only be made from first quality Basic Open-Hearth Stock.

STRONGER—Actua. tests show 18 per cent. greater strength than Cut Thread Bolts.

NO USELESS WEIGHT—Shanks are smaller than threads. No useless weight to pay freight on.

BIG FIRMS ADOPTING THEM—Some of the largest users on the continent will accept nothing else—and they always investigate before acting.

THE NORTHERN BOLT, SCREW AND WIRE COMPANY, LIMITED - OWEN SOUND, ONT.

If interested, tear out this page and keep with letters to be answered.

The Water-Can— does not Prevent Dust

No matter how frequently you sprinkle your floors with water, dust will rise and settle on your shelves. Water evaporates too rapidly and the dust keeps rising.

If you treat your floors with Imperial Floor Dressing the dust *cannot rise.* It is held to the floor so that you can sweep it up and remove it.

Imperial Floor Dressing is *non-evaporating.* It does not gum and it preserves your floors, whether wood, linoleum or oil cloth.

One gallon of Imperial Floor Dressing will cover a floor surface upwards of 700 square feet. One application preserves the floor for several months.

IMPERIAL

FLOOR DRESSING

(Standard)

(Formerly "Imperial Standard Floor Dressing.")

Churches, town-halls, billiard halls, public buildings, hospitals, stores—all need Imperial Floor Dressing. With your floors as demonstrators and your shelves well-stocked, you can develop a profitable business in Imperial Floor Dressing. Ask the Imperial Oil salesman.

"Made in Canada"

IMPERIAL OIL LIMITED

Power - Heat - Light - Lubrication

Branches in all Cities

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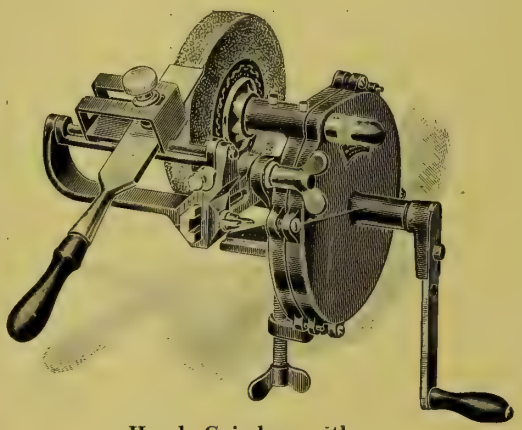
AMERICAN GRINDERS

QUALITY TOOLS

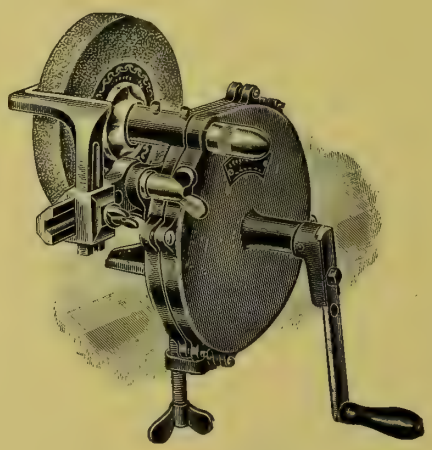
Associated With Best Workmanship



Hand Grinder with Chisel Attachments

WHERE quality, workmanship and service are most sought after by the mechanical trades, there you are most likely to find American Quality Tool Grinders, preferred because of their accurate design, careful construction, great strength and endurance.

Repair parts for American Grinders are seldom needed, this factor making the sale of these machines a profit and prestige-builder for both jobber and dealer.



Hand Grinder with Wheel Dresser

American No. 75 Power Grinder With Bronze Bearings

AMERICAN GRINDER MFG. CO.

MILWAUKEE, WIS.

Canadian Sales Agents:

A. H. FRASER & CO., 510 Confederation Life Bldg., Winnipeg, Man.

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UNIMECO WROUGHT WASHERS

MADE IN CANADA

Prompt Shipments

of this wide and useful range of wrought washers of every variety—in round and square, plain or galvanized.

Annealed Rivet Burrs of the same high degree of excellence can also be supplied.

"Unimeco" are the better kind, with an unusual finish. They are profitable to handle. Write to-day for prices and information. It will pay you.

THE UNION IRON & METAL CO.
LIMITED
1951 DUNDAS ST. W.
TORONTO CANADA

Saves Slitting

Paper and Cloth

Saves Time and Material

Carbalox Convenient Rolls hold a leading place in cutting ability. This wonderfully hard mineral is extensively used for Polished Bearings and Boxes in Metals, Aluminum, Brass, Copper and Steel Work.

It aids in reducing cost of production. The workman with a convenient roll at hand need waste neither time nor material in his efforts to produce the best results.

Canadian Sales Representatives:

A. E. Hinds & Co., Galt Bldg., Winnipeg, Man.

Mr. Alexander Gibb, 3 St. Nicholas St., Montreal, Can. 'Phone Main 2343.

The Triangle Co. of Canada, Ltd., Standard Bank Bldg., Vancouver, B.C.

United States Sand Paper Co.
Williamsport, Pennsylvania

BRITISH SMELTING COMPANY & REFINING LIMITED

MONTREAL

"Pigs is Pigs!"

So says a popular fiction writer. Our knowledge of the farmyard variety is limited and we won't argue the point.

Neither will we argue with those who knowingly state "Babbitt is Babbitt — everyone makes the best." Honestly speaking, we sympathize with buyers whose knowledge of Babbitt is so limited.

In every technical industry there are degrees of exactitude, workmanship and processes of manufacture—and metal alloying has reached its highest plane of scientific perfection in the world-famed products—

STANLEY PROCESS

Babbitts and Solders

Made in Canada

LIONROYAL A1
for general service

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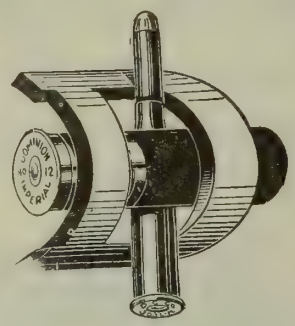
Double-Chilled Shot Mean Satisfied Customers



—and since satisfied customers are the basis of profitable business, be sure your stock consists of shot shells loaded with double-chilled shot. Then you are assured all the benefits of steady business, because your customers will appreciate the greater accuracy and dependability which you are able to guarantee them.

Dominion Shot Shells

Canuck, Imperial, Sovereign and Regal in sizes 1 to 10 are loaded with Double-Chilled Shot

Although they cost a trifle more, their better value is well worth the difference. Shot shells loaded with double chilled shot will prevent the possibility of dead stock and will increase your sales and profits.

Order double-chilled shot when restocking.

CANADIAN CXL INDUSTRIES

Dominion Cartridge Co., Limited

Head Office - Montreal

Halifax Toronto Sudbury Winnipeg Vancouver

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"Member Audit Bureau Circulation."

HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

VOL. XXXII. TORONTO, JULY 3, 1920 No. 27

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THE MACLEAN PUBLISHING COMPANY, LIMITED

JOHN BAYNE MACLEAN, *President.* H. T. HUNTER, *Vice-President.*
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Publishers of Hardware and Metal, The Financial Post, MacLean's Magazine, Farmers' Magazine, Canadian Grocer, Dry Goods Review, Men's Wear Review, Printer and Publisher, Bookseller and Stationer, Canadian Machinery and Manufacturing News, Power House, Sanitary Engineer, Canadian Foundryman, Marine Engineering of Canada, Canadian Motor, Tractor and Implement Trade Journal, Druggists's Weekly.

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HARDWARE AND METAL

GEO. D. DAVIS, *Manager.*

CHIEF OFFICES:

CANADA—Montreal, Southam Bldg., 128 Bleury St., Phone Main 1004. Toronto, 143-153 University Ave., Telephone Adel. 5740; Winnipeg, 1103 Union Trust Building, Telephone Main 3449. Vancouver, 314 Carter-Cotton Bldg., 198 Hastings St. West.

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SUBSCRIPTION PRICE—Canada, $3 a year; Great Britain, South Africa and West Indies, 12s. 6d. a year; United States, $3.50 a year; other countries, $4 a year. Invariably in advance.

QUEEN'S HEAD

FLEUR DE LIS

Your stock of GALVANIZED IRON is not complete without either of these famous brands.

John Lysaght, Ltd.
Manufacturers
BRISTOL, ENGLAND

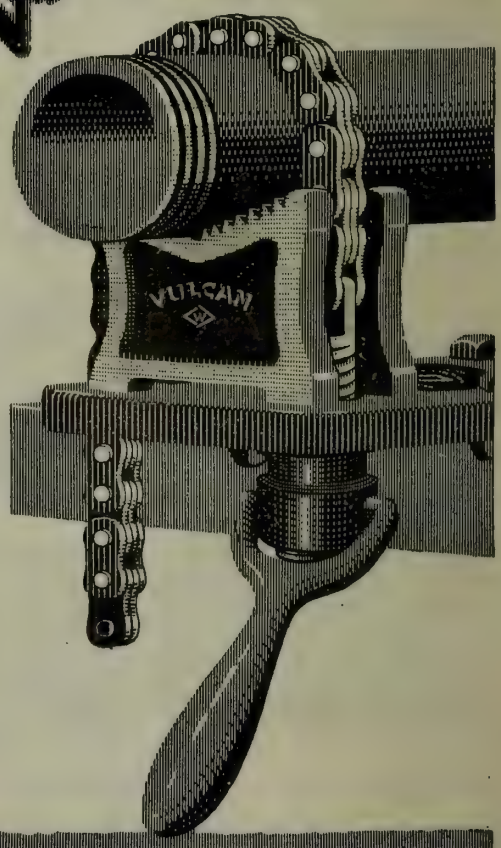
A. C. Leslie & Co., Ltd.
Managers Canadian Branch
MONTREAL

SHEET COPPER
SHEET LEAD
SHEET ZINC
and all other Sheet Metals.

Stock and Import.

A. C. LESLIE & CO., LIMITED
560 ST. PAUL STREET WEST
MONTREAL

WILLIAMS' "VULCAN" DROP-FORGED CHAIN PIPE VISE



MADE entirely of drop-forged and wrought steel, these Vises are unbreakable, compact, rapid in action and positive in gripping pipe. They are attachable *anywhere*—any handy bench, post or other support will serve. Remember, Williams' Chain Pipe Tools have been *Standard* for nearly half a century—they are all backed by our absolute and unconditional guarantee of service. Vises in 3 sizes for ⅛ to 8-inch pipe.

Descriptive Booklet on request.

J. H. Williams & Co.

"The Drop-Forging People"

30 S. Clinton Street, Chicago, Ill.
30 Vulcan Street, Buffalo, N.Y.
30 Richards Street, Brooklyn, N.Y.

W. Bruce Campbell, Western Canadian Agent
30 Confederation Life Bldg., Winnipeg, Canada

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Canada's National Hardware Weekly

HARDWARE AND METAL

Published Every Saturday Since 1888

Vol. XXXII. TORONTO, JULY 3, 1920 No. 27

Predict Big Trade in Electrical Goods

With Second Largest Available Horsepower of Electricity in the World Canada Has Big Future in Sale of Electrical Goods—Retail Electrical Department of J. H. Ashdown Hardware Co., Winnipeg, Expanded to Cope with Future Trade—Unique Displays Show Appliances in Use as They Would Appear in the Home.

THE splendid new department for electrical supplies in the retail store of the J. H. Ashdown Hardware Company, Winnipeg, is shown herewith. H. W. Bland, manager of the department, is an exponent of the principles of advertising and display as foremost factors in merchandising, and while he achieved good results toward this end in the premises formerly occupied by his department on the third floor of the store, he now has at his disposal very much increased space and therefore much scope for working out new ideas to increase the sale of electrical supplies. The Ashdown block on Main Street, Winnipeg, recently underwent an alteration whereby the whole block is now occupied by the various departments, and each has therefore been allowed to make very necessary expansions.

Display is considered to be such an important factor in the sale of electrical supplies in the Ashdown store, that one of the most prominent windows facing on Main Street is permanently reserved for displays of such goods. Mr. Bland believes in the outstanding value of suggestion in the sale of electrical appliances, this being due in some part to the large number of new devices constantly coming on the market which have for their object the increasing of cofort in the home or elsewhere, or the saving of labor by applying mechanical methods. Due to the fact that the majority of such devices are well worth investigation, the average customer is found to be interested in watching all such new developments. For this reason Mr. Bland finds that if the customer is given plenty of opportunity to see what is new, and to investigate the working of such devices, and test their utility, they are a long way toward being sold.

CANADA'S AVAILABLE POWER SECOND LARGEST IN WORLD

The horsepower of electricity available in Canada is the second largest in the world, being exceeded only by the United States. Canada's available horsepower as compared with other countries, is as follows:

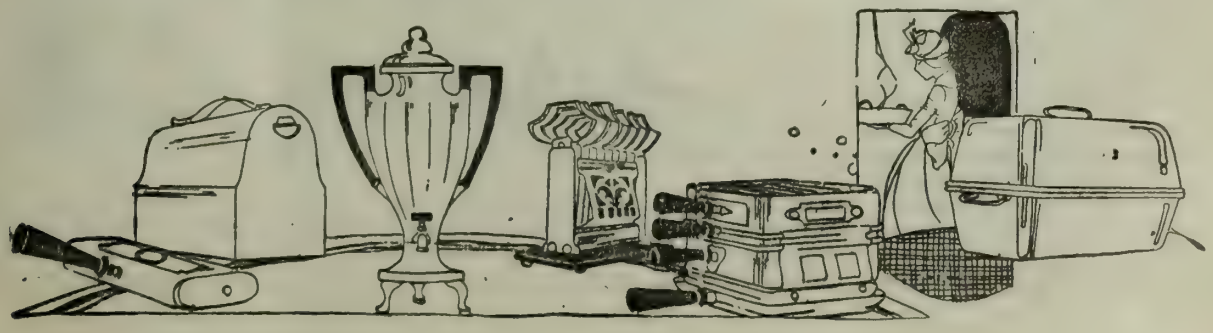
Canada	18,803,000
Austria-Hungary	6,460,000
France	5,587,000
Germany	1,425,000
Italy	4,000,000
Norway	5,500,000
Spain	5,000,000
Sweden	4,500,000
Switzerland	2,000,000

The possibilities for the increased sale of electrical appliances are as great as is demonstrated by these figures of available power. With the further development of its sources of power Canada will have a comparatively cheap rate for electric current and electrical devices will then come into greater use. Boosting sales through displays and advertising will help to bring Canada to the forefront as a user of a large portion of the world's production of electrical appliances.

Counter and Window Displays in Harmony

Counter displays are also an important accessory to the window and other forms of display used in this store, and the plan is generally followed of having each display work simultaneously toward the same objective so that maximum results will be secured. This, of course, applies particularly where some seasonable lines are outstanding such as electric toasters, grills, etc., for the hot weather.

The window displays are always arranged with the idea of carrying a homelike appeal. Mr. Bland believes that there is no better way of selling the customer electrical goods than to show the in such a way that he has no difficulty in picturing the use of them in his own home. Whether it be winter or summer the Ashdown window for electrical devices always carries a homelike appearance which commands attention. It is recognized that certain electrical goods have a greater utility in certain seasons than in others and the thing to do is to emphasize the greatest utility of the article when it is seasonable. Thus if percolators, grills, toasters, etc., are shown in the window display, models of ladies are shown seated at a table enjoying afternoon tea. Toast is on the toaster, some other delicacy is shown cooking on the grill and the percolator is steaming. What could be more inviting on a cold winter day? Or what could be more inviting on these hot summer days than to see a similar arrangement with an electric fan substituted and the family sitting down to a



light luncheon prepared by the use of these devices right on the table, and eliminating the hot drudgery of the kitchen? These are the points which strike home to the prospect who stops to see "what it is all about," and when he commences thinking about these matters he cannot help but agree that it is all very true, and then he is in the right mood for making a purchase. Of course before a sale can be completed he must be brought into closer contact with the goods, so a neatly written card is placed in the window inviting an inspection of the electrical department in the store.

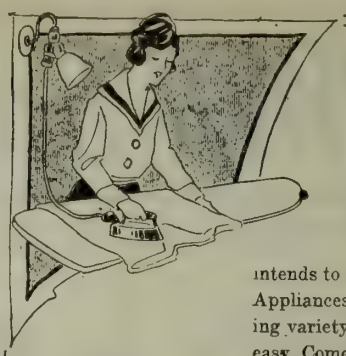
All the goods displayed in the window bear a prominent price ticket, and the same plan is carried out in all departments of the store.

Illuminated Board Increased Sales 75 Per Cent.

Mr. Bland has some display ideas which he is planning to work out, now that the department is in larger premises. These include the use of separate rooms or sections for the display of ceiling and wall fixtures. Mr. Bland has proved in the cramped quarters previously occupied that display if used intelligently brought big returns. One instance he cites concerns the moving of a stock of expensive lamp shades which prior to his taking charge of the department were almost looked upon as dead stock. To liven things up a board was constructed with a number of sockets and a sample of the various shades illuminated. This board was placed in a prominent location near the entrance to the department and sales increased 75 per cent. as result. The board was nothing unusual, and the same plan could be adopted by any dealer with practically no expense, yet it proved to be the stimulant which was required and the results were forthcoming.

In the counter and showcase displays of the department the point emphasized is to get the seasonable and new goods prominently before the eye of the customer. Frequent changes can be made as the seasons go and come and as new lines are placed on the market.

Newspaper advertising of electrical supplies is an important factor in the trade, and this medium is linked up with the window and store displays. A sample advertisement is shown herewith, this one having been used in connection with the recent opening of the new department. The ad. makes the announcement of the intention to specialize on household electrical appliances. "At present we are showing a most pleasing variety of devices that will make housekeeping easy. Come in and look around. We want you to know more about this big new department," says the ad. It will be noted that the writer of this advertisement bears out the general impression conveyed to the customer through every channel, namely, the desire of the management to effect a close personal relationship and mutual understanding. By doing this the customers' wants are made known to the dealer and with this information he is in a strong position to make effective appeal. The advertisement shows a wide range of electrical goods including lamps, vibrators, irons, stoves, etc., and on each article a price is quoted.



Our New Second Floor Electrical Dept.

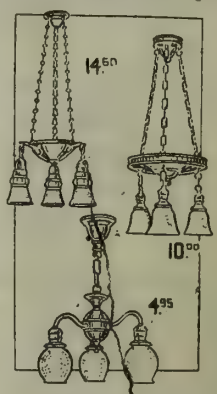
intends to make a specialty of Household Electrical Appliances, and at present is showing a most pleasing variety of devices that will make housekeeping easy. Come in and look around; we want you to know more about this big, new department.

ELECTRIC HOUSEHOLD MIXER.

It's an electrically operated kitchen appliance for mixing drinks, custards, whipping cream or eggs. Each, $15.25.

TOASTER STOVES AT $2.50.

Handy electric stove that can be used for toasting, boiling or frying. Special, $2.50.

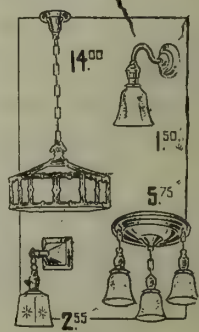


SOLEX TUNGSTEN LAMPS.

10-watt to 40-watt sizes	$ .43
60-watt size	.49
100-watt size	1.04

HOTPOINT HEDLITE HEATER.

The Hedlite is a splendid electric heater that operates from the ordinary lamp socket and is especially useful for the heating of bedroom, bathroom, etc. Each $14.50.



WIRE FRAMES FOR SILK SHADES.

A big variety of shapes and sizes in wire frames, for use on floor or table lamps, or drop lights. 60c to $2.80.

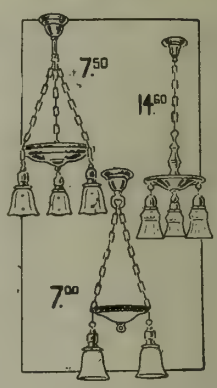
SOLEX NITROGEN LAMPS.

75-watt size	$ .92
100-wat size	1.42
150-watt size	2.13

THE RED HOT ELECTRIC STOVE, $4.95.

This is extra value in a dandy electric stove that can be used for preparing light meals. Regular $6.00. Special, $4.95

Westinghouse Electric Toasters, at	$ 7.75
Hotpoint Electric Toaster at	8.00
Hotpoint Electric Iron at	9.00
Universal Electric Iron at	9.00
Round Disc Stove, 4-inch size	10.00



ELECTRIC VIBRATOR.

A splendid electrically operated vibrator. Priced very reasonably. Each, $15.25.

Electric Iron Special $4.50

Regular $6.00 value in six-pound household electric irons. Nickel-plated finish and complete with cord and stand. Special, $4.50.

Ashdowns

THE BIG BUSY HARDWARE

Anticipates Large Future Trade

Mr. Bland anticipates a very large sale of electrical devices in years to come, both in connection with the regular trade, and that connected with the automobile accessory trade. The demand for labor-saving equipment is especially active, he states, and he points out that this is one phase of the business which calls for some discrimination in purchasing owing to the large number of new lines which are constantly appearing. As a rule, the Ashdown electrical department does not depart far from the dule of selling only staple, nationally advertised lines. The scarcity and high cost of domestic help is mentioned by Mr. Bland as one of the chief reasons for the big demand for labor-saving electrical equipment, such as sewing machine motors, vacuum cleaners, washing machines, etc.

Standard Lines Form Basis of Trade

It has been the experience of this department that while a certain class of trade rushes for bargain goods, the standard nationally advertised lines of electrical goods form the foundation of trade. In a few cases such as in the sale of electrical irons where prices of the best makes have ben forced up by market conditions, the sale of cheaper grades has temporarily increased, but a little intelligent sales talk convinces the customer that the standard line is cheapest from the standpoint of service, and therefore trade in high-class lines does not suffer. According to Mr. Bland, the stocking of only well-known staple lines as compared with stocking fancy lines which turn slowly, helps to maintain a fair price level and fair volume of trade for staple lines, even when prices are forced up.

The new premises recently occupied by the electrical department in the retail store of the J. H. Ashdown Hardware Company, on Main Street, Winnipeg. The department was formerly on the third floor, but in a readjustment of the building the department was moved to the second floor, where approximately double the floor space previously occupied is available. Mr. Bland, manager of the department, is developing some unique ideas now that he is in larger quarters. He is a firm believer in display and in showing the goods in such a way that they make a convincing appeal to the prospect, either through the store or window displays or the newspaper advertising.

It will be noted that the display counters and shelving are of the most modern design and are arranged so that all reserve stock in cartons and boxes is out of sight. Samples of each line are attractively displayed. The creation of a pleasing effect, followed by the securing of the customer's attention, and finally by developing his interest, is the basis on which the new department is arranged. It will be noticed that a wall case is devoted to the illuminated display of lamp shades. Wire frames for lamp shades are a feature of the displays on the cases. Ceiling space is used for the display of household fixtures. There is no cramped appearance about this section and all the devices and appliances are attractively arranged so that they may be shown as they appear in actual use and where the customer may have easy access to them.

Board of Commerce Without Officials

Resignation of James Murdock, the Labor Commissioner is Accompanied with Sensational Charges—Will the Board Now Be Abandoned?

ANOTHER step in the upheaval of the Board of Commerce has taken place. This time it is the resignation of the remaining member of the board, James Murdock, which was announced in Ottawa last week, accompanied by sensational charges. The board is now without a commissioner, and as someone has intimated, it may mean its abandonment. Judge H. A. Robson and W. F. O'Connor, K.C., have both taken up other work, the former last April and the latter on July 1.

Accompanying his letter of resignation, Mr. Murdock expresses disappointment that the board has not been permitted to carry out the public service which it was appointed to perform. He is convinced, he states, that neither the Premier nor the members of the Cabinet are now, or ever have been, in sympathy with the provisions and intent of the Board of Commerce Act and the Combines and Fair Prices Act.

Makes Serious Charges

He makes serious charges against Judge Robson, who, up to last April, was chairman of the board. He claims, in this regard, that Judge Robson was considered as "safe and sane" in conserving to Canadian manufacturers and other large financial and business interests, the generally unrestricted leeway heretofore enjoyed by such interests in the taking of profits, determined alone by the so-called market price and governed by supply and demand, and that he was in full sympathy with high prices as against low prices, as he stated in his letter to Sir George Foster on February 23.

Board is Necessary

"A board of commerce is necessary," claims Mr. Murdock, "for the following reasons: (a) Business men living together under the protection of the tariff have got to know each other so well that price-fixing agreements and all sorts of agreements and arrangements are the rule, rather than the exception. The board has already on file evidence in some scores of cases of such agreements. Not all of these are reasonable or proper. It should not be left to the unfettered will of the businesses interested to fix prices on necessaries of life. A board of commerce is needed."

Sir Robert Borden said that Mr. Murdock was under a misapprehension, no doubt sincere, as to the Government's intention. "I did not intend to suggest to him," said the Prime Minister, "that the Government would wait for the decision of the Privy Council before filling in the board."

On the contrary, I asked him to name a suitable person to appoint when Mr. O'Connor resigned. I did say to Mr. Murdock then that the question was of so serious a character that I was afraid the Government would be unable to give it proper attention until after prorogation. I went so far as to name to my colleagues the gentleman suggested by Mr. Murdock as a suitable chairman, but there is some doubt that this gentleman would accept the post. My reply to Mr. Murdock's letter of resignation will be given the same publicity that has been given his letter.

Sir Robert Borden has stated in the House of Commons that merchants must continue to obey the orders of the Board of Commerce. Dr. Michael Steele inquired if retail grocers still came under the requirements of the board, in view of the fact that all its commissioners have resigned. Sir Robert pointed out that the resignation of Vice-Chairman O'Connor did not take effect until June 30, and the recommendations of the Government would be passed upon by the Governor-General in due course. Until then the orders of the board would stand.

Manufacturer Can Establish Selling Policy

Effect of Decision Rendered by Board of Commerce—Very Important Decision to Mercantile World—Traders Can Associate to Advance Mutual Interests.

Ottawa.—The judgment issued by the Board of Commerce in the case of the Hamilton grocers is considered to be one of the most important to the mercantile world ever given by any court in Canada. It establishes that the manufacturer has the legal right to establish a selling policy and to refuse to deal with those who will not adhere to the terms of that policy. If he decides to deal only with wholesalers he may refuse to sell to others than wholesalers. If he decides to establish a fixed resale price for his goods and make it a fair price, he may refuse to deal with those who sell above or below that price.

The decision also establishes that an association of wholesalers or an individual wholesaler may request of a manufacturer that he adhere to his own or a suggested selling policy and that, if the manufacturer refuses to do so the wholesalers, by way of an association or individually, may agree to refuse to trade with that manufacturer or may actually refuse.

The principle is laid down that traders have the right to associate for purposes of advancing their mutual interests in any way except by doing something actually forbidden by law. The Combines and Fair Prices Act does not forbid mere agreements or combining on any matter, unless in the opinion of the Board of Commerce it is likely to operate to the detriment of the public; and whether it does so is a matter of fact which must be proved and established as such in the particular case.

Charges Fell Down

The effect of the Board's decision is that it holds that the Attorney-General of Ontario completely failed to establish that any practice of the wholesalers or manufacturers complained of was to the detriment of the public or against their interests. All that was shown was that certain private interests as against the opposition in concert of the Wholesalers' Association, and the members thereof who, although themselves no doubt engaged in advancing of their personal interests, had not in the effort asked or secured anything to the detriment of or against the interests of the public.

The board suggests that if its view of the law is considered wrong, it will expedite an appeal to the Supreme Court of Canada. It will be recalled that the board rendered an interim judgment at the conclusion of the hearing in March last at Hamilton and Toronto in which it expressed the view that the case had failed to prove the thing suggested to the Attorney-General of Ontario; that if he saw fit the board would grant leave to him to prosecute in the Criminal Courts. He did not institute a prosecution but recently issued a writ in the Ontario courts at Toronto calling for the dissolution of the Wholesale Grocers' Association of Canada and Ontario, as unlawful trade combinations.

Some days ago the secretary of the Wholesale Grocers' Association made the statement that the writ had not been served.

WHEN STAMPS TAX ON BILLS AND NOTES TAKES EFFECT

Montreal.—Word was received here by the Canadian Manufacturers' Association that on information from the Department of Finance at Ottawa, the stamp tax on promissory notes, bills of exchange, bank overdrafts and on transfers of stock will not come into effect until the bill now before Parliament has been assented to.

Novel Plan for Figuring Employees' Pay

Prominent Business House Keeps Careful Record of Selling Costs in Each Department—Pays Worker on Basis of What He Actually Does and Helps Him to Boost His Earnings

BY F. W. EVANS
President and Manager D. H. Holmes Company
(Reprinted by courtesy of System)

OUR plan of paying employees —selling and non-selling—is worked out in this way. For 10 years we have kept a careful record of the selling costs in the various departments of our store. For as many years we have budget records of the non-selling departments.

We find that selling costs vary all the way from 3.5 per cent. to 6.5 per cent. So we simply ask that an employee's salary be not over 3.5 per cent. to 6.5 per cent. of sales—and that it never fall below our minimum wage for salespeople of $12 a week. To earn this minimum wage an employee must, therefore, sell $342.85 worth of goods a week, or $57.14 a day. If a salesperson cannot sell enough goods in any department to earn $12 a week, we don't want him or her. If someone, seeking a job in a 3.5 per cent. department, says, "Now I think I ought to get about $20 a week," we just turn to our charts and answer, "Very well, all you have to do is to sell $95.24 worth of goods a day; we shall gladly pay you $20 a week, and as much more as you can earn."

The commission plan on which we pay our salespeople is not, in its fundamentals, greatly different from the plans which are used by a considerable proportion of the more progressive retail organizations of the country. In some of its details it is out of the ordinary, I feel, and more than usually successful. And because the details hang inevitably on the framework of the plan, I am going to describe the whole thing here.

I have said that we require our salespeople to earn a minimum of $12 a week. But suppose a new employee with us objects: "Now, I'm inexperienced at selling goods, and I probably won't be able to earn $12 a week at the beginning. I fear that you'll be wanting to discharge me in a little while because I can't produce my quota." Such an employee we put on what we call a probationary salary of $10 a week, until he or she will have had time to learn the business.

Now for the extra earnings. The employee who sells more than enough goods to earn the quota—on which the minimum wage is based at 3.5 per cent.—gets an additional 2.5 per cent. on excess sales. In one department where we fix the cost of 5 per cent., we pay 4 per cent. excess sales; in the ribbon section, where the cost is 6.5 per cent., we pay 5.5 per cent. on excess sales; and so on.

"But," someone may ask, "if you figure the minimum wage in these departments on a basis of 3.5 per cent., why do you not also figure the bonus, or additional percentage at the same rate?" Our reply to this is that the 3.5 per cent. rate is the maximum that we can afford to pay for selling in that department. We have endeavored to make the salary easy to earn, and have given the advantage to the salary end rather than to the commission end. Under no circumstnces are we willing to let the selling expense exceed 3.5 per cent. in this department; and we find that the differential between the salary basis and commission is not too great, as we push our employees up to the 3.5 per cent. salary basis as rapidly as conditions warrant. This 3.5 per cent. has to carry some dead weight such as the salaries of those who are absent from illness, the probationary employees who are not really earning their salaries, the few salespeople who now and then fall behind their quotas, and so on.

For every employee in the store there is on file a salary card sufficiently large to contain the record for a year. On the cards of the drivers, shipping clerks and others who make no sales, nothing is entered but the weekly wage; but on those of the salespeople is a careful record kept of each week's sales, and the commissions earned and paid. Picking one at random from the files, I find that it is the record of an employee whose weekly drawing account we have fixed at $14. The sales quota, therefore, on a 3.5 per cent. basis, would be $400 a week. (Incidentally, we make settlements with the clerks every four weeks.) During the first four weeks of this year $2,975.14 worth of goods were sold whereas the quota was only $1,600. This employee therefore exceeded the quota by $1,375.14, and earned a commission of $34.38. Of this we paid $14 and held $20.38 in reserve. I shall explain this reserve feature later.

This employee was aided in greatly exceeding the quota by our big after-Christmas sale, which took place in January. Nearly all our departments are, of course, influenced to an extent by the seasons, by special sales and so on. However, we have salespeople whose total earnings average from $50 to $75 a week.

A column headed "premium" on the employee's card are special awards given for the selling of "p. m.'s." Every salesperson in the department knows just what this slow stock is and the p. m. on it. The percentages depend, of course, upon the difficulty of selling the article.

No matter how much any salesperson may earn, we make it a practice at our four-weeks' settlement period to pay him or her only 25 per cent. in excess of her weekly salary. In other words, the girl whose weekly salary was $14 earned $34.38 additional during the four weeks, but of course we only paid her $14, or 25 per cent. The balance we hold back for the six months' settlement period. Twice a year we make settlement of the full balance due on commissions; some of our people frequently draw several hundred dollars at such times. Part of the commissions is held back for equalization and in justice to the department. It would be unfair to allow the salesmen in one department to get a tremendous commission check at the end of one month, and then not make their quotas for the next several months. This reserve is thoroughly understood by all of the salespeople; they tell us that they would rather get their money thus in a lump sum than have it given out to them in small amounts every month.

They Know What They're Doing—So

Of course, if a salesperson quits our service, the balance due on commis-

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SUGGESTIONS FROM EMPLOYEES

We used to have a suggestion-box, but I never got 10% of the good suggestions in it that I receive in personal conversations with the employees. A good idea may come from a boy in the shipping-room, or from a bundle-wrapper.

"But," someone may ask, "while your plan sounds very nice on paper, suppose it falls down? Suppose you find some department unable to sell its quota, costs steadily rising and all that sort of thing? What about it?" Let me counter in State-of-Maine fashion, with a question: What else is our administrative department for but to take care of such emergencies as these?

EDITORIAL COMMENT

"ONE OF THE MOST IMPORTANT JUDGMENTS EVER HANDED OUT TO THE MERCANTILE WORLD"

WHAT is characterized as one of the most important rulings handed out to the mercantile world by any court in Canada, is that made by the Board of Commerce in the case of the Wholesale Grocers' Association, of Hamilton, which was recently investigated. The judgment establishes that the manufacturer has the legal right to establish a selling policy and to refuse to deal with those who will not adhere to the terms of that policy. If he decides to deal only with wholesalers he may refuse to sell to others than wholesalers. If he decides to establish a fixed resale price for his goods and make it a fair price, he may refuse to deal with those who sell above or below that price. A combination of wholesalers would also be empowered to refuse to trade with a manufacturer who does not adhere to a policy which may be requested by the wholesaler. Traders are also permitted to associate for the purpose of advancing their mutual interests in any way except by doing something actually forbidden by law. The Combines and Fair Prices Act does not forbid mere agreement or combining on any matter, unless in the opinion of the Board of Commerce it is likely to operate to the detriment of the public; and whether it does so is a matter of fact which must be proved and established as such in the particular case.

Some retailers have thought that with the disruption of the Board of Commerce, owing to the resignation of its three members, the regulations enforced by the Board would be invalid, but such is not to be the case. Some of the resignations do not take effect yet for some time and meanwhile the Government is taking steps to deal with the matter, and the regulations such as that outlined above remain in effect.

CANADIAN MANUFACTURERS AND FOREIGN TRADE

ARE Canadian manufacturers resting on their oars commercially when they should be energetically pushing out for foreign trade? This charge is implied in a report of European trade outlook issued by the Canadian Bank of Commerce; it was emphatically made by Lloyd Harris as head of the Canadian trade mission to Europe; it has been echoed by a report to Hardware and Metal that the special trade commissioner to Japan brought to Vancouver to address the C.M.A. convention received scant attention.

There never was a time when Canadian manufacturers had such an opportunity to enter the markets of the world. We have the raw materials and labor and organization speeded up by war efforts ready to take the trade offensive, while the great industrial nations of Europe are badly handicapped as the result of the physical effects of the war. Nor is it a case of taking advantage of their condition, but rather of assisting them in supplying their urgent needs. Trade won under such conditions is not likely to prove temporary. It will be much harder to get when our industries are in need of it.

The conclusion that the public is drawing from this lack of interest on the part of Canadian manufacturers in foreign trade — trade which will help to reduce the burden of war— is that profitable business is too readily secured at home.

NEVER forget in the planning of window displays or in the buying of stock that it takes all sorts of people to make even your little business world, and that no two people of them all, perhaps, have just the same likes and dislikes. Buy with a thought of variety in mind. Put variety into your window displays.

* * *

NOTHING kills trade more than to have Mrs. Very-Particular come in and say: "I'd like to see some of that cutlery you are advertising," only to have the clerk acknowledge that he does not know what is being advertised. Keep posted and when a customer asks for such a thing, see that she goes away with the impression that the salesmen know their business.

Advertising Cuts Out Distribution Wastes Business Necessity an Asset

EDWARD N. HURLEY, president of the Hurley Machinery Company, and one of the successful manufacturers in the United States, has just delivered a very important address to the Associated Advertising Clubs of the World—a large association made up of men interested in selling manufactured products of all kinds. Mr. Hurley also has a plant in Canada which he hopes to develop extensively for export business. His address should be read by everyone interested in the drug business in Canada.

Mr. Hurley has had unusually broad experience as a manufacturer and business man. The United States Government conscripted him on two occasions for national service. He was for a time chairman of the Federal Trade Commission, and, when during the war shipping matters got into a snarl he was called back to the Government Service to take charge and reorganize the U. S. Shipping Board.

The chief point he made in the course of his address was that owing to the acute industrial situation existing in America and throughout the world, members of the association he was addressing had a serious responsibility, as in their hands lay to a large part the future policies in the marketing of hundreds of millions of dollars' worth of American goods. That it was not merely a local but an international undertaking that needed an international point of view. He thought these manufacturers and merchants who are not planning to sell at least 10 per cent. of their products to foreign countries were not doing their parts as business men, the parts necessary to the future prosperity of this continent.

The first step in developing business, Mr. Hurley said, was advertising, which he regarded as a necessity and an asset. He said :

The time has arrived when the manufacturer and the merchant must carefully figure advertising cost, carry it in his budget as an expense just as essential as rent or labor, properly charging it against each product and article. Advertising has been hurt by emotional appropriations—by spasmodic flares. For instance, some men still advertise only when they have spare money and never pay out a line when times are dull and they need business! The amount and nature of advertising is to be planned with the production sale. Only then can we stabilize manufacturing, merchandising and advertising.

How Products Are Known

The name of the small merchant to-day who has foresight and judgemnt in the merchandising of his products may be as well-known as John Wanamaker in his particular locality, or even throughout the nation. His products are known by his advertising, and his success depends upon the merits of the products he furnishes to the customers that the advertising brings to him. And the manufacturer or merchant who is advertising sanely to-day is not only laying the foundation for greater business for himself, but is selling the public on his industry. His success will be the guide post for his competitors, and the post will always read, "Advertise."

Advertising men should endeavor to make their accounts permanent. To do so they will need to know more about production. You should determine whether or not the small manufacturer or merchant who starts advertising for the first time knows his manufacturing and selling costs, is financially able to advertise and is able to fulfill all the promises you make for him. I believe the day is coming when every leading advertising agency of this country will have an expert accountant and cost man connected with it, who will carefully scrutinize the balance sheets of their new customers, recommending the necessary changes in their expenses so that the proper amount will be appropriated to care for advertising.

When you pratise this method you may have a fewer number of accounts, but you will have permanent ones and the newspapers and magazines will have more permanent advertisers. Old-established and satisfied customers are the ones we all like to have on our books. We all like to go out and solicit and obtain new accounts, but when we keep them for a short period only and then see them become dissatisfied, owing to their earnings being insufficient to carry on the campaign as planned, we have made a grievous error.

Selling advertising should be based on the same theory that a salesman sells any other line of goods, that is, on the financial standing of the customer. If he is not sound financially, it is not good business to take his order. Sell him on the soundness of advertising by ascertaining first that he will be able to continue to advertise.

Advertising of a thoroughly sound and scientific kind, must of necessity cut out waste in order to give the most for the money — which is business. I know of nothing that so cuts out the wastes of distribution as proper advertising, for it tends to reduce the heavy burden of the modern labor-saving machinery of advertising.

Advertising between industries can help production, too, by promoting installation of improved machinery and better materials. A man has not done his full duty when he produces a machine to eliminate human drudgery and cheapen production. He owes an obligation to society, as well as to himself, to use the education influence of advertising, to put its dynamic forces to work in the interest of the general welfare.

As a national advertiser I should value more highly the services of an advertising man familiar with the trade newspapers in my industry. I am fearful that our manufacturers, merchants and advertising men do not appreciate the trade publications which are doing so much from a scientific as well as a practical standpoint in stabilizing conditions and working out the many problems existing in their respective fields. When I was chairman of the Federal Trade Commission I made it a point to have the principal trade papers in the United States sent to me regularly. These were read, not only by myself, but by the entire staff, so that we might have a finger on the pulse of the country's industry. Advertising agencies placing national and international advertising could well insist on every man in their employ reading the trade newspapers of the industries of their clients, so that they may keep themselves currently informed on the conditions in the businesses for which they are writing copy. I believe in the business journals. I have been closely associated with the work of many and have made a study of them, and I am firmly convinced of the editorial strength and value of many of these publications.

Big Help to Manufacturer

A decided improvement has been made by our manufacturers in arriving at true manufacturing costs of their products and now where a manufacturer sells direct to the consumer he is generally familiar with his selling costs, and this information is available. On the other hand, where the manufacturer sells to jobbers and dealers, both of whom are necessary factors in the distribution of his wares, and through whom 90 per cent. of all our products, both manufactured and farm, reach the consumer, there is a feeling on the part of the public that the distributors are making excessive profits, and they feel that prices would be lower if only they were able to purchase direct from factory or farm. In the absence of any facts on this subject it would be folly to agree that such would be a better and more economical method of distribution.

Engineers, scientists and the Government, through the census, have accumulated almost unlimited information on the volume and cost of production. Our Government takes a complete census of manufacturing industries of the country evehy five years, but we have never had a survey of our jobbers and retailers and their merchandising methods. There are no corresponding statistics on distribution, although it is twice as important from the standpoint of the consumer. Many statements have been made that our merchants are responsible for high prices. In justice to them we should determine the costs of distribution by the various methods and the volume of business transacted through the various channels. Attempts to make distribution more scientific and economical are blocked by lack of authentic data. We only get soap-box figures. It is high time that this important feature of merchandising should be carefully analyzed by our Government and I earnestly urge this great organization to recommend that a bill be passed providing for a special survey to be made at the earliest possible date, so that the question of the cost of distributing our principal products may be ascertained and settled.

Advisory Board Suggested

The bill should provide for an advisory board of, say, nine members to serve without pay and to be appointed by the Secretary of Commerce, consisting of representatives from such organizations as the Associated Advertising Clubs of the World, leading trade newspapers, magazine, and newspaper publishers' associations, and jobbers' and retailers' associations. This board would co-operate with the Secretary of Commerce and the Director of Census in preparing questionnaires, suggesting data required, and in other matters on which they might desire advice. There are many problems involved in this great question, and with the compiling of such data by the Government the information could be quickly analyzed and given to the public at an early date. T

THE CLERKS DEPARTMENT

How to Retain a Valuable Clerk

Difficulties and Dangers of Partnership—A Minor Interest in a Corporation Obviates This —A Satisfactory Method of Bonusing.

A MERCHANT has an exceptionally valuable effective clerk. The man is industrious, earnest, a good salesman, skilful at display work. The time comes when such a man gets beyond the wage line. He cannot be paid more wage than he is getting because, no matter how it might be kept "confidential," the fact would become known and dissatisfaction would result with the others. Yet ways must be devised whereby that clerk can progress to higher earnings or he will be lost to the store.

The end can be reached through giving the man some kind of interest in the business or paying him a percentage. Let us work it out both ways.

Time was when the custom of taking the senior clerk into partnership was common. In fact, the man began as a boy with that plan in mind and everything shaped itself to that end. But many disasters warned merchants to go slow on that experiment. For partnership is like marriage—easy to get into but hard to get out of—and plain purgatory if not congenial, while the opportunity for legalized robbery is wide open.

Dangers of Partnership

The fundamental danger of partnership is that partners are not only equal owners, but in the eyes of the law each is the sole owner of the business so far as the outside world is concerned. Thus, the merchant who takes into partnership a favorite clerk to reward him and retain his services may agree with the clerk that he gives him only a quarter interest in the business; but the minute the papers are signed the clerk may exercise all the functions of sole owner. He may order goods to the limit of the responsibility of the business; he may tap the till, the safe and the bank account with utter immunity from danger of legal process, because the law says it is all his. The idea seems to be that, inasmuch as outsiders cannot tell anything about the inside agreements between partners, each partner is vested with full authority. Thus all who make contracts with the firm may have full protection and can evoke the law against all the assets of the firm to protect their contracts.

Aside from plain dishonesty and fraud, there is the great element of human nature. Plenty of men make agreements in entire good faith, who later on come to misunderstand each other, grow apart, are estranged, become suspicious of each other, get to fighting and dissipate all their substance in quarrelling and the costs thereof. We hear every day of cases wherein one partner puts it up to the other to "buy out or sell out—an' I don't give a continental damn which you do." Often when the decision is finally made, there is nothing left either to buy or to sell.

Contrast the Corporation

The corporation is another matter. There the assets are taken by the courts and formed into "an artificial person." Fred Hanson may be a clothier in his own individual right. He has absolute control over his possessions and can do with them practically what he likes. But when he incorporates into Fred Hanson, a corporation, he can do with his own as he wills only through sundry well-defined courses of action, all subject to legal restriction. Moreover, Fred Hanson, a corporation, may consist of any number of natural persons over two.

If, then, the merchant desires to take into limited control his favorite clerk and give him an eighth of the business, he can accomplish this not only definitely but with comparative safety through incorporating and allotting an eighth of the capital stock to his clerk. Furthermore, since he himself is still sole owner of seven-eighths of the business, he controls every particle of it as fully and exclusively after he has incorporated as while he owned it all; for his is the majority interest.

The beauty of the corporation is that it provides for a square deal to all. Each party in interest gets what is his —no more, no less—and it is safe-guarded to him. Thus the clerk who is given an interest will have the interest secure from any "reneging" or change of mind of the boss; but he can get no more than is provided for him through the action of the boss. There are other points but these are all we need for our present purpose.

If the Boss Wants No Dividend Interest

But let us consider the case of the man who has this kind of clerk whom he desires to retain and whom he wishes to treat equitably, but whom he does not want to take into the business in any capacity. Let us suppose that the clerk manages a department and also sells on the floor about as much as any one man can be expected to sell. Let us agree that he is being paid so liberally that any further advance in mere wages would lead to embarrassment with the rest of the help. How shall he be paid more without having an interest in the business?

Of course, there is always the commission plan. One always can pay a man a definite percentage for work done. The difficulty about one who has grown to importance on a salary basis is that it is hard to arrive at a basis of percentage which will satisfy him without entailing overbalancing difficulties.

Let us suppose the man is selling $600 a week and drawing $25 wages. That may be $10 more than you are paying the next man, yet it is far within the average allowable wages expense simply figured on his sales alone. But again, he has attained to such sales ratio and been satisfied up to now, while doing all the rest of the work indicated. The man is so cheap that you cannot afford to let him go.

If you took 8 per cent. as the basis of wages expense on sales, you would have to pay this man $48 a week—and that, obviously, would never do.

You might take $600 weekly sales as your basic figure and pay him as much as 10 per cent. on all sales in excess thereof. But if you did that you would have him so eager to make sales in excess of $600 that undoubtedly he would neglect his other work and you would merely spoil a good clerk.

Really, there seems to be only one way to meet the difficulty; to give him a definite share in the net earnings of the business, either in addition to or in lieu of a salary. Of course, such a matter must be handled with great care and foresight. It will have the great advantage that if there are no net earnings, no bonus will be due the clerk, while every incentive will impel him to watch and work to the end that the business be made more profitable.

Suppose your records over a series of

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Recognition of Russia Would Mean Much to Canadian Trade

Russian Trade Relations a Live Issue in England, Says Vice-President of the McArthur-Irwin Co.—Great Need for Buildings—Much Painting Being Done in Interests of Economy.

IT is probable, thinks John Irwin, vice-president and managing director of McArthur, Irwin, Limited, Montreal—should recognition be made by the Entente, and particularly by Great Britain, of Soviet Russia—leading, as it would, to an opening of trade negotiations, that quite a considerable change may be worked over trade conditions generally. This change would naturally be of interest to Canada.

In an interview with Mr. Irwin, on his return from the Old Country, he stated to Hardware and Metal that there was some question as to whether trade relations would be resumed with the Soviet Russians. There is no question as to their desire to court the favor of Great Britain, for they need the materials she is best able to supply and are immediately anxious to get them, particularly manufactured goods. "They might trade with Germany," said Mr. Irwin, "but, of course, they do not like taking German marks for their goods, reduced in value as they are."

Has Been Live Question

While Mr. Irwin was in England the matter of treating with the Russian Government through Mr. Krassin, representative of the Soviet Government, was receiving considerable attention. The matter would work out in this way, according to Mr. Irwin. Russia is in great need, to-day, of enormous quantities of manufactured goods, and is willing to pay the price. Her needs would absorb enormous stocks, and if the production of English manufacturers were diverted to Russia, then indeed there would be a serious impairment of the produce manufactured products for other countries, such as our own. It would mean, probably, in many cases, that prices of such goods would soar much higher under such new and highly stimulated demand.

Immediate Shipments Desired

At the present time great quantities of goods are wanted in Great Britain. Mr. Irwin pointed out that he could have sold large quantities of white lead at the present time, so great are the needs in that country.

"Four hundred thousand homes are required, to-day, in Great Britain, for her increased population. In the city of London alone there are required two thousand houses, basing this estimate on the average annual requirement of 10,000. Homes are needed everywhere and abandoned street cars and every possible place that can be secured are pressed into service as living quarters," said Mr. Irwin. "Everything in England is painted. Many of the homes are built of stone, but they are painted, and this applies to nearly all of them. It is a protection against the elements, for the stone there will disintegrate and that is why this protection is needed. Everywhere painters are busy slapping on paint, and for the most part great quantities of white lead are needed. Just now the demand for this is great and there is a marked demand there for large quantities of the product, and this will continue for years."

Doubtful of Big Export

Asked as to the likelihood of there being extensive export of Canadian goods to Great Britain, Mr. Irwin stated that, while there would be a demand there for some time, the time would come when manufacturers there would overtake the demand and have a surplus. In the meanwhile, there is a good market there for some goods that Canada can supply.

"As a centre for world trading," continued Mr. Irwin, "London is the greatest place in the world. It is so acknowledged from business men who come from the Continent. There many commodities are brought from all parts of the world and buyers come and secure their requirements. It is wonderful to see the variety of products on sale, and these are now quickly bought up."

Asked as to the possibility of market prices continuing on present or existing levels, Mr. Irwin thought that readjustments would come in time. For the present, however, the needs are so great for many commodities that there is unlikely to be lower prices. Gradually, however, supplies will be more easily obtainable.

Where Stores Are Closing

ARNPRIOR.—Merchants are closing stores on Wednesday afternoons during July and August.

CARLETON PLACE.—Stores close at 12 noon on Wednesday during July, August and at 6 p.m. other nights except Saturday.

HARDWARE MERCHANT DOES $3,000 GRASS SEED BUSINESS

ABOUT 15 years ago a salesman of grass seed came into a hardware store in ————. In talking to the owner of the store he said: "There is one thing that has always puzzled me, Mr. Thompson. You have a quality store here and have always kept it up to a high standard. I can easily see that in the way you display your goods and in the general manner in which you run your business. Why is it, though, that you don't buy the best grass seed? All your other articles are of the best quality and there is no reason why you shouldn't have the best quality of grass seed also."

After a few minutes' talk the merchant learned that he not only handled an inferior grade of grass seed but that he was also losing sales among his customers in consequence. The salesman took the merchant's order and when he did so he advised the man to advertise the fact that he dealt in the best quality of grass seed and that his customers could be sure, in trading with him, that they were getting the very best seed that could be obtained any place.

The merchant took the advice and in his advertisement there usually appeared the notice: "One-half quart of the best grass seed at twice the former price gives the same total—and it is all grass. If you want weeds, we will buy you some weeds separately and you can mix them in."

The idea of buying pure grass seed appealed to the customers. And now this merchant does a yearly grass seed business of over $3,000.

FIGURING EMPLOYEES PAY

(Continued from page 43)

sions is immediately paid to him, without waiting for the semi-annual settlement.

The file of salary cards is always open for inspection; employees frequently go to the bookkeeper in charge and ask to see their cards, to ascertain whether they are keeping ahead of their quotas. We are glad to see them take this interest in their progress; we instruct the bookkeeper in charge to help them in any way he can.

Every now and then a clerk will come to me with his card and say, "My sales have been large enough, I think, to entitle me to graduate out of the $25-a-week class and into the $30-a-week class." Of course, he wants his quota raised. He gets 5 per cent. on his quota, and only 4 per cent. on everything over that. If his minimum wage is $25, he must sell $500 worth of goods to earn it. If he sells $600 worth, he will get only 4 per cent. on the additional $100 worth, which will net him $29 a week. But if his minimum wage is set at $30, the same $600 sales will draw it for him. To get that additional dollar per week, he is willing to assume the risk of falling behind the increased quota, and thereby getting into trouble with us.

Continued on page 61

EVENTS IN THE TRADE

Business Changes

Webbwood, Ont.—F. Y. W. Braithwaite, hardware, has been succeeded by Webbwood Hardware.

Haileybury, Ont.—C. E. Cain & Son, of 10 Silver Street, Cobalt, Ont., have purchased the business of E. Dupuis, 114 Main Street, and will handle the local business from their Cobalt store.

Will Make Pocket Knives

Kingston. — Ratepayers of Kingston voted favorably on a by-law providing for the purchase by the city of the Cereal Works property and its lease for twenty years, with option of purchase, to C. A. Eaton, of Turner's Falls, Mass. It is Mr. Eaton's intention to commence the manufacture of pocket knives and a company to be known as the Canada Cutlery Co., Limited, will be formed for the purpose. Mr. Eaton, who has for the past fifteen months been works manager of the John Russell Cutlery Co., Turner's Falls, Mass., will be general manager of the company. The company will have an authorized capital of $50,000, of which $35,000 will be issued immediately and the balance as required.

Lighting Rates Reduced in Stratford

Stratford.—A reduction of 20 per cent in rates for commercial and domestic lighting is announced by the Public Utilities Commission, to take effect from July 1. This is the result of the very satisfactory condition of the Electric Department's business, which has accumulated a surplus of more than $17,000. The announcement means that electricity for domestic use will cost the user 2 cents per kilowatt hour for service up to the total of the house area charge, instead of 2½ cents, as formerly, and 1 cent per k.w.h. after that, instead of 1¼ cents. The area charge of 3 cents per 100 square feet remains as before. A new feature introduced is a minimum charge of 50 cents per month.

An Explanation

In order to correct an error in our May 29th issue with reference to the reorganization of The Remington Arms Union Metallic Cartridge Co., Inc., we learn that the new company is being reorganized with an authorized capital stock of $10,000,000 7 per cent. preferred stock and 1,000,000 shares of common stock of no par value. As previously stated there will be no change in the management or policies of the company The new name will be Remington Arms Company, Inc., with executive offices in New York City as in the past.

Merchants Must Still Obey Commerce Board Orders

Ottawa.—Merchants must continue to obey the orders of the Board of Commerce of Canada, Sir Robert Borden informed the House of Commons when Dr. Michael Steele inquired if retail dealers still came under the requirements of th Board in view of the fact that all its commissioners have resigned. Sir Robert pointed out that the resignation of Vice-Chairman O'Connor did not take effect until June 30, and the recommendations of the Government would be passed upon by the Governor-General in due course Until then the orders of the board would stand.

Steel Merger Arrangements in Final Stage

Advices from Montreal are to the effect that the arrangements in connection with the big steel merger, out of which is being created the British Empire Steel Corporation, are nearing the final stage. Last week there was a meeting of a special committee of the board of the Dominion Steel Corporation, at which the terms were considered. This committee includes the three vice-presidents, Sir Clifford Sifton and Messrs. Elkin, Smith and Stewart.

When the terms are regarded as satisfactory by this body, it is expected that further steps will be taken to put the merger through the final stages. Former members of the board of Dominion Steel, with whom the situation has been discussed, take the attitude that the course they took was in the interests of the minority shareholders and that as they have "been dropped by the wayside," it is for the new board to act as they may see fit in the interests of the stockholders. They maintain their position that all the cards were not placed on the table as to the terms on which the smaller companies were being brought in, and that they were justified in demanding all information.

Only One Section of Steel Co. of Canada is Closed

Hamilton, Ont.—A rumor that the entire plant of the Steel Company of Canada, Ltd., was closed down for a fortnight, was flatly contradicted by President Robert Hobson.

The facts, Mr. Hobson states, are that the east-end plant only is being closed for probably one week on account of the shortage of fuel oil. The blast furnaces will be kept in operation, but dearth of oil renders it necessary to discontinue open hearth work at the moment. About two thousand men will be affected.

United States Government Tax on Freight Charges

According to Article 18, of Treasury Department, United States Internal Revenue Regulation No. 49, charges on freight transported from a point within the United States to a point in Canada, under a through bill of lading or through livestock contract, are exempt from the transportation tax imposed by the United States Government on freight charges covering shipments moving locally within the United States.

Since May 1st, on account of the exchange situation, United States Railways have been demanding prepayment of charges through to destination on shipments destined Canada, and some members of the C. M. A. have stated that their shippers, in billing them with freight charges, have included the three per cent. tax. As stated above, any shipments moving on through bills of lading are not subject to this tax, and in the event of the amount being added to the invoice by shippers, it should be deducted and the shippers advised that it should never have been paid to the railways.

Good Building Programme in Northwest

Building construction work in the Prairie Provinces and British Columbia will involve an expenditure of approximately $85,000,000 for 1920. Present plans call for the erection of 2,300 houses, 400 schools and 60 warehouses. Upward of $60,000,000 worth of new construction has already been entered upon west of the Lakes, and much depends on the changing crop situation during the coming months in determining the amount of additional work that will be started. A shortage of building materials is reported in some sections, for which railway congestion is responsible to a certain extent. There is a shortage of labor for building work in most centres. Public works are being undertaken to a limited extent by the cities, and the Federal Government is doing but a small amount of building.

NEWS OF WESTERN CANADA

Vancouver Bids for Hemp Trade

Shipping Facilities Said to Be Best on Pacific Coast of America—Sisal Shipments Heavy.

Vancouver, B. C.—Large shipments of hemp have been arriving regularly for several months at this port, for transhipment East, and this trade alone is running into large figures for the port of Vancouver. Inquiries as to the reason for hemp shipments consigned to the eastern and central states coming to Vancouver on United States shipping board bottoms instead of being landed at Seattle, and from there railed inland, have elicited the information that with the grain harvest due in July, and thousands of tons of cordage required to tie up the sacks, the demand is keen in every rope and twine factory, and every day counts. One shipper stated that a condition exists in Vancouver which cannot be found in any port in the Pacific states, whereby within 36 hours from the time the steamer docks in this harbor the hemp is on the cars, rolling, not in single cars but in carload lots, and it continues to roll until it reaches its destination. Service is what the big factories demand, and nothing but good organization in railroad operation can give that service. Therefore Vancouver has been successful in competing for the hemp transhipment trade between Manila and the factories.

Sisal shipments have been coming in steadily, and have been more marked in Pacific coast trade during the past two months than for some time. This is ascribed to the fact that for the past 90 days transportation facilities have been disorganized on the Atlantic coast, and inland cordage factories found it necessary to re-route their shipments, rail and water, instead of all water, from Manila to New York.

Western Notes

Calgary, Alta.—J. J. McCarron, who has represented the Calgary house of the McClary Mfg. Co. in the northern part of the Province for the past three years, is leaving the service to enter business on his own account at Picardville, Alta.

Mr. McCarron was connected with the Alberta branches for ten years past, coming first to the Calgary branch from Halifax, and later having had charge of the stock and shipping department of the Edmonton warehouse, when it was opened in 1912.

He will be succeeded by J. A. Hall, city salesman of the city of Edmonton for the past year, and who was connected with the company's warehouse there previous to his enlistment and overseas service.

* * *

Calgary, Alta.—Miss T. Gahn, who has been with the Calgary office of the McClary Mfg. Co. for ten years past, resigned last month and was married to Mr. Paul Tempest.

As a mark of their appreciation of the good comradeship existing between them, and their good wishes for the future, the staff presented Miss Gahn with a cabinet of silver.

Mr. and Mrs. Tempest will reside in Bassano, Alta.

* * *

Vancouver.—The Vancouver Hardware Co. have moved from 819 Granville St. to newly-fitted quarters at 897 Granville Street.

Hemp Company Formed in Winnipeg

Winnipeg.—Canada Fibre Products Company, of Winnipeg, has been incorporated by order-in-council of the Provincial Government with a total capitalization of $1,000,000.

The new company will engage extensively in the production of hemp in the Province and will establish a plant in Winnipeg in which the raw product will be manufactured.

The directors named are: J. S. Laidlaw, of Chicago; Col. William Grassie, Arthur Sullivan, David Forrester, Col. J. G. Rattray, commissioner of the Provincial police; W. E. Humphries, George Wilson and J. M. Carruthers, all of Winnipeg. The company has already obtained 500 acres of land in Iberville, west of Assiniboia, and has cropped it with hemp. It is expected that within the next five years the company will have between twenty and twenty-five thousand acres under crop. Machinery for the separation of the wood from the hemp is at present under order. The company, it is stated, will not go into the manufacturing of the finished products, but will only manufacture hemp.

"Build Now" Theme of Co-operative Campaign

Winnipeg.—The B. C. Lumber and Shingle Association are commencing a co-operative campaign under the motto, "Build Now." The campaign is being run in the interests of the Western Retail Lumbermen's Association which operates 1,700 lumber yards in Western Canada. This will have a tendency to increase the sale of builders' hardware, paints, etc.

O-Rib-O Company Expanding

Winnipeg.—The O-Rib-O Mfg. Co. are building a two-storey factory, 40 x 200, on Erin Street, near Portage Avenue. The foundation is in and they expect to move into their new premises about the first of August. This building is of brick and concrete construction and is to cost in the neighborhood of $40,000. It will be equipped with all new machinery and one of the new lines which they contemplate manufacturing is a line of hot air furnace fittings. J. Brockest is the president of the firm.

A Western Dealers' Profitable Vacation

A hardware dealer in a prairie town, interviewed by Hardware and Metal's Western representative last week, had what might be termed a very profitable vacation. A short time after Christmas, last year, he sold his business and took a three weeks' holiday in a nearby city. After the holiday he returned to the town to close up his business affairs and one of the first persons he met was the man to whom he had sold his store. The purchaser had discovered in that short time that he was evidently not fitted for the work because he had already lost much of the trade of the store and offered to return the business. Thus within a very short time the hardware dealer sold his business, had a good holiday, and then purchased it back and made $1,000 on the deal. Needless to say he is now very contented, for he not only found out that idleness is not desirable, but that he has a personality and a knowledge of doing business as proved by the success he has made. He thinks a lot more of the hardware business and is now better satisfied with his portion.

Newsy Notes From Here and There

Toronto. — The annual picnic of the Vokes Hardware Company's employees took place last week at the summer residence of the president, Mr. Miles Vokes, at Erindale. Following an excellent programme of athletic events and a ball game, supper was served on the lawn.

Montreal.—George Henderson, president Brandram-Henderson, Limited, left Montreal on Monday for the Western Provinces, and will address "Save-the-Surface" conventions at Winnipeg, Calgary and Vancouver. W. S. McLennan, general sales manager, Brandram-Henderson, Limited, spent a few days in the Gatineau district last week in pursuit of pleasure and big fish.

Montreal.—D. W. Armstrong, formerly of Canada Foundries & Forgings, Limited, has accepted an appointment as district sales manager at Montreal for Dillon's Crucible Alloys, Limited, Welland, Ont.

Montreal.—W. D. Ross, vice-president of the Nova Scotia Steel & Coal Company, Limited, was in Montreal early this week, having attended a meeting of his company at the Eastern offices.

Montreal.—W. S. Fallis, managing-director of the Sherwin-Williams Company of Canada, left on July 2nd for a trip through the Western Provinces. Mr. Fallis will go through as far as Vancouver and will be absent from Montreal about a month.

F. Flintoff, of Flintoff & Son, hardware merchants, made a business visit to Toronto this week.

C. E. Jones, Ontario sales manager of The Gurney Foundry Co., Ltd., Toronto, is making a business trip to Montreal this week.

London, Ont.—Mr. John Gilmour, for several years a members of the head office staff of the McClary Mfg. Co., and latterly assistant purchasing agent, has obtained a year's leave of absence, which he will spend in the West for the benefit of his children's health.

Sudbury. — Jas. Purvis, one of Sudbury's pioneer merchants, who has carried on a hardware business here for thirty years, has retired owing to ill-health.

Toronto. — H. G. Rogers, of H. G. Rogers Co., St. John, N. B., Eastern representative for the Steel Co. of Canada, Ltd., is visiting in Toronto this week, and will be accompanied by his daughter, who has recently graduated and received the gold medal for general proficiency from Havergal College, Toronto.

Toronto. — The capital of the Bond Hardware Company has been increased from $100,000 to $250,000.

Toronto.—Stuart Ingles Kell, Montreal representative for the Steel Co. of Canada, Ltd., Sudbury and Ottawa valley district, in view of the happy event of his wedding on Tuesday, June 29, was tendered a jubilation on Friday evening by the employees of the company, who presented him with a handsome mahogany mantle clock. Prior to Mr. Kell's connection with the Steel Co. of Canada, Ltd., he was with the firm of The Thomas Davidson Manufacturing Co., Ltd., Montreal.

INCORPORATIONS

Toronto. — The Toronto Computing Scale Co., Ltd., has been incorporated with capital of $200,000, to manufacture scales and other products of wood and metal.

Why Merchants Should Keep Books

Bankruptcy Act Makes It Necessary for Every Merchant to Keep Books—How One Merchant Lost Because He Didn't Have a Record of His Business.

A MERCHANT in Ontario, who carried a stock valued at $9,000, sustained a fire loss; the insurance company allowed him $3,000.

Why?

This merchant did not keep books which gave him particulars of his business. He did not even have a safe. He had a couple of files, one showing accounts that were unpaid, and as soon as these were paid they were taken off that file and stuck on another. The fire came along and wiped out everything including his stock, which he felt sure was valued at at least $9,000. There were no records to show that this was the case and the insurance company settled with him at $3,000.

A general store in another Ontario town changed hands some years ago. The new merchant had $2,000 to pay for stock valued at $8,000. It took considerable nerve to go into the business, but he figured that the store had been making money and that he could very soon sell sufficient goods to meet the balance of his payment.

At the time the first payment came due he found he did not have the money to meet it. He discussed the matter with a traveller, who had a pretty good knowledge of how facts could be secured about the business. He was asked for lists of his purchases since he had taken over the business, amount of stock on hand, and expenses and amount of sales. It required considerable time to get all this information, and when it was secured, it was found that he had bought more goods than he had sold.

"I'll never let that occur again," he said, and several years have passed since, and that situation has never since happened in his business. To-day he keeps a simple set of books, but one that gives him the details of his business, quickly and accurately.

The new Canadian Bankruptcy Act makes it necessary for every merchant to keep books. Apart from any compulsion it is only good business for a retailer to know where he is at. One retailer who has the facts at his finger tips, made up his income tax report in twenty minutes. Another retailer committed suicide in the act of getting at his figures. Every man in the retail business owes it to himself, his family and the firms from whom he buys to see where he is at.

Hardware Letter Box

Oil Burners

R. T. Holman, Ltd., Summerside, P.E.I. —Could you tell us where we could procure oil burning devices for coal cook stoves?

These may be procured from the Canada Oil Burner Co, 35 Adelaide Street W., Toronto, or the Canadian Specialties Mfg. and Sales Co., 95 King Street E., Toronto, Ont.—Ed.

Asbestos Shingles

Geo. D. Dahmer, Esq., Conestogo, Ont. —Could you give us the names of manufacturers of Asbestos Shingles?

These are manufactured by Canadian H. W. Johns-Manville Co., Toronto, Ont.; Canadian Asbestos Company, Montreal, Que., and the Asbestos Mfg. Company, Limited, Montreal.

* * *

Copp Stove Repairs

S. B. Andrews, Esq., Minnedosa, Man.— Could you tell us where we could procure stove repairs for stoves formerly made by Copp Bros. at Hamilton, Ont.?

Reid and Coombs of Fort William, Ont., have taken over the patterns of this firm and are manufacturing repairs.—Ed.

British Tinplate Production Booked Up

Hardware Trades Have Completed Work of Reconstruction—Aluminum Hollow-Ware to Be Produced on Larger Scale—Seamless Copper Tubing Now Available for Export.

The following data have been furnished to Hardware and Metal by the British Trade Commissioner at Toronto, based on information supplied by the British Government's Department of Overseas Trade:

TINPLATES.—Enquiries continue to be received in large volume from all parts of the world, but only a small proportion result in definite business, owing to the fact that most works have sold their output for as long a time ahead as they consider advisable. There is a brisker demand from consumers in the home market now that they find that the fall in tin has not affected the price of tinplates. Continental trade is seriously affected by the existing adverse rates of exchange, which cause buyers to reduce their purchases to the lowest possible point.

The Welsh market is very firm and the supply of plates for early delivery extremely limited.

GALVANIZED SHEETS.—The position in this industry is more or less as last reported. The enquiries for thick gauges have been rather fewer than of late, but prices show no signs of weakening. Thin gauges continue in request from all markets, and some business has been transacted as far forward as December. The current nominal quotation for 24 gauge corrugated in bundles is about £56 per ton.

HARDWARE.—The hardware trades in the Birmingham district are plentifully supplied with orders, and overseas demands are well maintained. A large number of works have now practically completed their task of reconstruction and are in a position to give a much greater output of their products. Arrears of work are being rapidly overtaken, and fairly prompt delivery can be given of certain lines, amongst which may be mentioned aluminium hollow-ware.

Quite a number of firms have taken up this trade since the conclusion of peace, the plant they had installed for the manufacture of munitions being admirably suited to the production of a large range of domestic utensils. Aluminum ware is rapidly gaining in favor and there should be a good future for the industry in this country.

The expected boom in builders' brass-foundry is developing very slowly, owing to the unexpectedly slow rate of progress made with the various housing schemes. For the present, however, the orders in hand for this class of goods are sufficient to keep manufacturers well occupied.

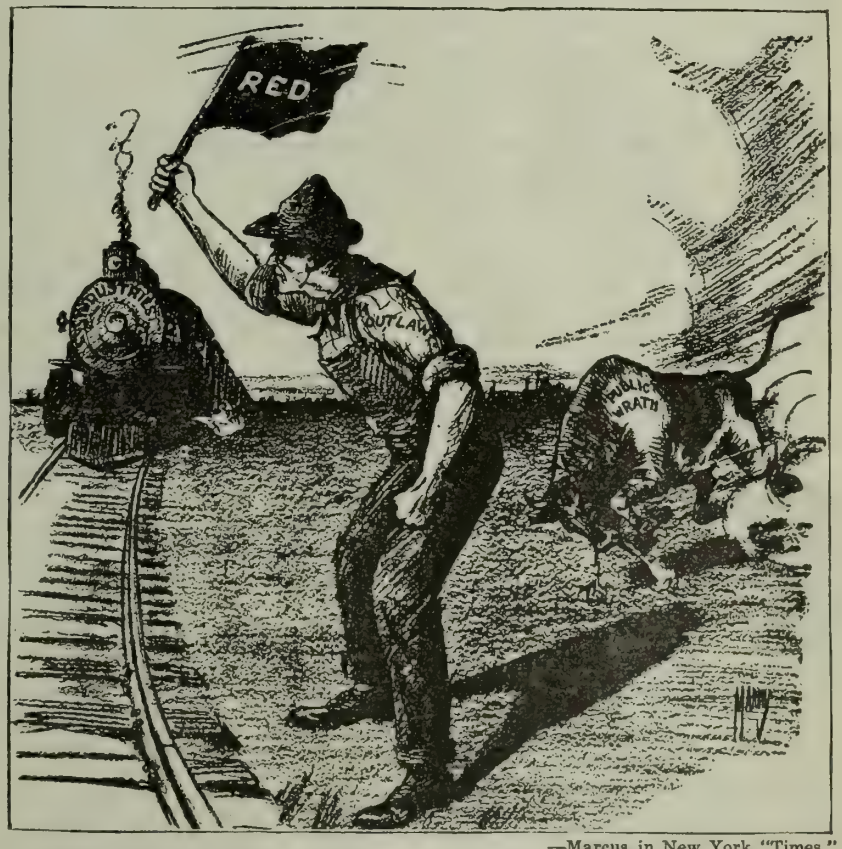
Prompt delivery can be given of seamless copper tubing, and the present is a very favorable time for overseas firms to obtain their requirements in respect of this material from the United Kingdom.

HOW TO RETAIN VALUABLE CLERK

Continued from page 46

years shows that your average net profits—I mean absolutely net with all shrinkages, losses and reasonable depreciation of all kinds out—is $2,400 a year. It might be good to arrange to give the man 1-8 or 3-16 of the net profit in addition to his salary as now fixed. This is safe, for the net profits accrue over and above your expenses, and those expenses now include his salary. Yet this would give him $300 to $450 additional a year.

That figure would be well inside the $48 a week to which 8 per cent. on sales would entitle him, while the chances are that, with such incentive to work, he would so exert himself and be so greatly additionally helpful to you that he would more than earn his extra pay. Suppose, for example, that together you could make $3,000 net and your agreement was to pay him 3-16 of the net. His extra would be $462.50, and that deducted from $3,000 would leave you $2,537.50 or $137.50 more than your former total.



—Marcus in New York "Times."

WHEN YOU WAVE A RED FLAG, LOOK OUT FOR THE BULL.

"A fuller appreciation of the basic conditions promoting the changes in the purchasing power of money would do much to stop the outcry against the "profiteer," as a significant factor in the general increase in prices, and to remove the impression that the Government can, by the fixing of the prices of this or that commodity, restore the blessed days when a dollar bought what we are prone to consider a dollar's worth. . . . The urgent need of Governments for supplies during the year permitted high prices to be asked in the case of both foodstuffs and munitions. In the case of the latter, new or larger plants had to be constructed, equipment procured and considerable risk taken as to the period during which the demand would continue, all conditions justifying an increase in price. Higher prices once being established, circumstances throughout the world were such as to drive to higher and higher levels the whole range of prices."

NEW HARDWARE GOODS

OFFERED TO CANADIAN HARDWAREMEN

Steel Fence Posts

A new departure in the line of fence posts is being offered the trade by the Burlington Steel Co., Ltd., Hamilton, Ont., who claim that they have perfected a fence post that eliminates many disadvantages of fence building as well as bringing out many new features. Some of the features, as pointed out by the manufacturers, are that due to the "U" shape the maximum strength is acquired. The formation of the ribs as well as the shape make them self-anchoring. Being all steel they are fireproof, and weeds, dead leaves and other accumulation may be burned without damage to the structure. The fence may be erected very readily on account of having no holes to dig as the posts are driven in.

Fence Posts

The manufacturers describe their new product as follows: The standard length is 7 ft. 3 ins. On account of the U shape they may be driven, making the small amount of space required to ship or store them a decided advantage; there being approximately sufficient posts to fence 28 miles to the carload. This method also makes them very readily handled on a wagon for distribution, while the fence is being erected. These posts are also treated with an anti-rust prevention which greatly preserves their life.

In order to preserve the maximum strength the manufacturers state that the punching of holes in the post in order to attach the wire strands has been overcome, by placing regular ribs on the face of the post 1½ inches apart, which prevents the fence from riding up or sagging, and to which the wire may be readily fastened by means of wire fence hooks or ordinary loops of wire.

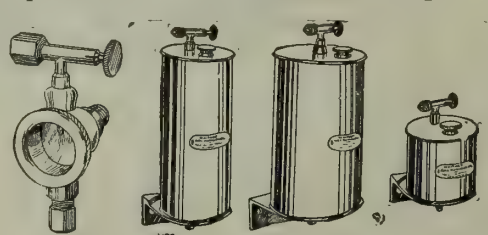
The makers also claim that the posts are self-anchoring by the design of the U shape and the ribs on the post, and that this shape also does away with the necessity of having the bottom end pointed, as same drives quite easily and on account of the bottom being even is much easier to drive straight.

Gas Humidifiers

The R. S. Whitney Mfg. Co., 74 Nichols St., Lewiston, Maine, U.S.A., are putting on the market a new device for humidifying the atmospheric condition of the gas mixture in automobile engines which they state will give the car pronounced flexibility, power and speed.

The Whitney gas humidifier is the trade name of the new device which the makers say is an upright cylindrical tank acting as a reservoir for water and by means of copper tubing, water vapor is drawn by vacuum through these ducts and a dash sight feed gauge into the intake manifold. Within the humidifier is an automatic shut-off valve placed at the lowest possible water level which checks the inrush of air into the motor when the humidifier becomes emptied of water, therefore it cannot act as an auxiliary air valve if neglected.

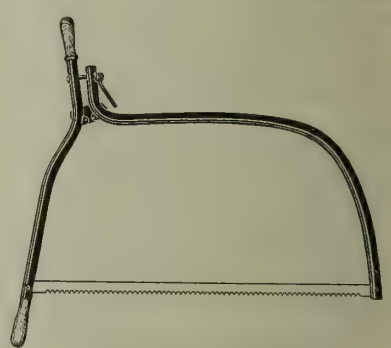
Other features pointed out by the manufacturers are: The gauge is finished in nickel plate and is designed to be mounted on the dash or cowl board, it being piped with the motor and humidifier, acting as a constant tell-tale on the action of the humidifier, by showing the rate of feed, when the humidifier requires refilling or ceases feeding. This gauge combines no complications and enables the driver to control the amount of water-vapor entering the motor. Occasionally this valve may be opened a complete turn and the motor flushed with water, creating a steaming-out process to remove carbon which is positive in its action. It is manufactured in three models for motor cars, trucks, tractors, motorcycles; marine, portable, and stationary gasoline or kerosene engines, namely, the No. 1, No. 2, and No. 3. All models are designed alike, the difference being in the water capacity only. The No. 3 model is designed for motorcycles.



Auto Humidifyer

Buck and Pulpwood Saw

Lumber Products Co., Lewiston, Maine, are offering the trade a new style of buck saw, which they state is a new departure from the regular styles. The new saw goes under the trade name of "The Little Wonder Buck and Pulpwood Saw." The makers claim that special construction principles are carried out in their new device, the entire frame being constructed from cold drawn bicycle tubing ⅞ inch in diameter, and the weight of the material being 16 gauge.



Buck and Pulpwood Saw

The diameter and weight of this material, they state, makes a very rigid frame and is sufficiently heavy to eliminate warping, twisting or breaking, but owing to its construction the frame is comparatively lighter than the regular weights.

In describing their new product the manufacturers state that their saw consists of two specially shaped pieces of specially toughened bicycle tubing, the top or head piece having two well-finished wooden handles or grips. At the bend near the top handle is fastened a plate securely bolted, and a few inches further up is a long threaded bolt which extends for several inches sufficiently to pass through the other section and still leave a space between the two parts for leverage purposes. The other section of the saw is bow shaped and is made of the same material as the part first described. At the top of the bow is an L-shaped extension, which is bolted to the plate in such a way as to be on a swivel or hinge. To adjust the saw a lever nut is turned on the long-threaded bolt which also connects the two parts after the blade has been inserted.

WEEKLY HARDWARE MARKET REPORTS

STATEMENTS FROM BUYING CENTRES

THE MARKETS AT A GLANCE

IMPORTANT advances in hardware prices have again been made this week and many basic lines have been marked up as a result. The price tendency on nearly all hardware commodities manufactured from iron or steel is still upwards and there seems little indication for lower quotations at present.

Scale prices have been revised upwards and new lists and discounts have been issued. Carpenters' tools have again been marked higher. Wrapping paper, snare wire, scythe stones, sash weights, tire tape and buggy washers are also higher in price. Hose nozzles, tower bolts, sash rollers, screen door spring hinges and stove boards all have higher quotations. Fuel oil prices have again advanced and some grades of machine and gas engine oil have also been marked higher. Some makes of heating stoves and ranges are also higher priced.

The removal of the war tax of 7½ per cent. has favored certain lines of silver plate and game traps.

The situation regarding freight transportation has developed serious shortages of coal and other fuel and in some cases raw materials and some industries have had to close down as a result, while others are greatly handicapped.

Jobbers are very much concerned for future deliveries from their buying sources and state that their stocks are becoming very low and if replenishments do not soon come forward some lines may be entirely exhausted.

In spite of the shortage merchants are enjoying very brisk trade and the demand for nearly all commodities is seasonably heavy. Collections continue to come forward freely.

MONTREAL MARKETS

MONTREAL, June 30.—Changes are quite numerous in hardware commodities still, and the market undertone on all iron and steel goods is strong. Wrapping papers are moving upward, and snare wires have been raised to higher levels. Scale prices have been revised upward, with new lists and discounts issued to the trade. Lanterns for fall delivery are a feature of the market and some jobbers look for higher prices on these. Ammunition is steadily firm, with sales active for fall delivery. Boiler tubes are scarce and high in price. Nails and bar iron and steel are ruling firm, and both are rather scarce, certain sizes in particular. Sales are still reported of refrigerators, ice cream freezers, and seasonable summer goods are actively selling. While present stove demand is limited, booked orders total up well. Some improvement has been noted in steel sheets, although the shortage is still very acute in manufacturing and jobbing circles. Crude oil is scarce and high, and may reach the 20 cent figure ere long. Sargent line of tools, etc., have been revised in price. Shipments to outside points have been well maintained and there has been a splendid volume of business all around. The removal of the war tax of 7½% has favored certain lines of silver plate, prices, in some instances, being reduced to this extent.

Ammunition Sales Are Getting Heavier

Montreal.

AMMUNITION.—Jobbers report that the volume of ammunition business this year is most gratifying. It is stated that the old-time sportsmen will buy ammunition this fall in increasing quantities, regardless of the heavy taxes imposed by the Budget. Already orders are heavy, in the hands of jobbers, and business is coming to hand every day. The demands have been specially heavy for loaded shells.

New Scale List Has Been Issued

Montreal.

SCALES.—The scales manufactured by Burrow, Stewart and Milne Co., Ltd., Hamilton, are now sold on a new list, effective June 10. On this list discounts are altered and on the No. 81 catalog the following discounts apply to the hardware trade:

Pages 5 to 84, 10/5%.
Pages 85 to 92, on application.
Pages 93 and 94, steel bar weigh beams, 10%.
Pages 95 to 97, scale weights.
Champion Scales, per new price list, 5%.
Champion Platform, 10/5%.

Please note the following changes in list prices:
No. 212, household scale, page 15, now $4.90.
No. 214, household scale, page 16, now $6.60.
All former discount sheets are cancelled.

Is Very Difficult to Buy Boiler Tubes

Montreal.

BOILER TUBES.—At the present time a great scarcity of boiler tubes is manifest in this market. One large importer states that they are practically unprocurable. This situation may not be easily overcome as the difficulties of labor and raw material will probably continue for some time, and even should improvements soon come, it would take a long while to overcome the existing shortage. The undertone is naturally a very firm one.

Record Price Basis For Wrapping Papers

Montreal.

WRAPPING PAPER.—There seems to be nothing in sight but an upward tendency on kraft wrapping paper. With such a heavy demand for pulp products, there is bound to be a prevailing high price for wrapping papers and regular kraft paper is now selling at

$14.50 per 100 pounds, which is a new record figure.

Net Prices Snare Wire Are Higher Than Before

Montreal.

SNARE WIRE.—In addition to the information given last week on snare wire the following prices now apply for various gauges: No. 20, per lb., 64c; No. 22, 65c; No. 24, 70c; No. 26, 85c.

Tax Removal Makes Plate Prices Less

Montreal.

SILVERWARE. — A revision of the basis of Community plate is announced. This comes about as a result in the removal of the 7½ per cent. war tax, and doubtless the lowered price of silver has had its effect. The change will be a very welcome one to the trade.

It is to be noted that no change has been made in the basis for Par plate or Reliance plate, these both remaining on previous basis.

Greater Scarcity Now of Standard Nails

Montreal.

NAILS. — Demands have continued heavy for nails, but the situation grows worse, rather than better, from the standpoint of supply. Jobbers are sending out advice sheets from week to week stating what sizes can be supplied, and it is noteworthy that the big selling sizes are practically unobtainable, except in small quantities. With shortage of material, and labor conditions none too rosy, it is doubtful if the situation will improve for many weeks.

Standard wire nails are still selling on the basis of $6.10 per keg, and cut nails at $6.35.

Picks and Crow Bars Are in Good Demand

Montreal.

CROW BARS, PICKS.—At the present time crow bars are reported to be rather scarce. The same condition applies to clay and rock picks and this is another indication of the growing shortage of raw material. The demand is quite heavy, seasonably speaking, and in view of all the surrounding conditions the price basis is naturally very firm, and advances would not come as a surprise.

Iron and Steel Active; Scarcity

Montreal.

IRON AND STEEL.—Jobbers state that it is difficult to get certain sizes of bars, and band steel in particular is in short supply. One reason for this is a shortage of labor to roll the band steel into bundles. A Montreal jobber stated to Hardware and Metal that while they could get certain quantities of band steel they had to take it in the long strips, and as this was so difficult to handle they preferred not to purchase it.

IRON AND STEEL

Iron finish machinery steel	$5 05
Norway iron	15 00
Single reeled machinery steel	6 50
Spring steel	5 50
Sleigh shoe steel	5 00
Tire steel	5 20
Toe calk steel, per 100 lbs.	5 90
Band steel	5 00
Harrow tooth steel	5 15
Mining tool steel, per lb.	0 24½
Black diamond tool steel, per lb.	0 24½
Black diamond cast steel, per lb.	0 24½
Common bar iron, per 100 lbs.	4 65
Refined iron, per 100 lbs.	5 65
Mild steel	5 00

3-16 and thinner flats in iron or steel take extra 50c. per 100 lbs. over base and regular extra.

Still Demand For Ice Cream Freezers; Firm

Montreal.

FREEZERS, REFRIGERATORS. — While the season is well advanced, jobbers are still selling large quantities of ice cream freezers and refrigerators. There has been a temporary shortage of both lines, but recent shipments have improved the situation, and some are again making deliveries. No change has been made in the price basis on medium lines, but the undertone is at an advance.

Heavy Sales Made of Garden Tools

Montreal.

GARDEN TOOLS.—While the heavy selling season is past, there still is a fairly active inquiry for garden tools, and altogether the season has been a big one. Lawn hose has sold well, and the undertone on this continues strong. There is naturally a heavy sale just now for hose couplings, menders, nozzles, etc.

Various Wares Strong, With Tendencies Firmer

Montreal.

WARES.—There has been a steadily active demand for various wares from the trade, and galvanized ware has been moving specially well. The undertone of this market as well as that for enamelled ware, aluminum ware, and other lines is seasonably active. In a general sense, while no definite price changes are manifest this week, conditions are firm.

Slight Improvement in Sheet Deliveries

Montreal.

SHEETS AND PLATES. — Large manufacturers claim that there has been some improvement in the matter of delivery during the past week or two. This would apply to black sheets used for manufacturing various wares, and while the improvement is very slight it is very welcome. If the railway difficulties and labor troubles do not manifest themselves again in a serious way, there will doubtless be a steady improvement right along, although it may be some time before deliveries are at all what manufacturers desire them to be.

BLACK SHEETS—		
10 gauge	....	9 00
12 gauge	....	9 05
14 gauge	....	9 10
16 gauge	....	9 35
18-20 gauge	....	9 40
22-24 gauge	....	9 45
26 gauge	....	9 50
28 gauge	....	9 50
GALVANIZED SHEETS—		
U.S. Standard—		
10¾ gauge	....	12 50
28 gauge	....	12 10
26 gauge	....	10 75
22 and 24 gauge	....	11 55
20 gauge	....	11 55
16 gauge	....	10 25
18 gauge	....	11 55
English Standard—		
26 gauge	....	12 25
28 gauge	....	12 50
24 gauge	....	11 65
22 gauge	....	11 30
18 and 20 gauge	....	10 85

NOTE.—These prices are for full bundles, an extra charge of 25c to 35c per 100 lbs. is made for broken lots. These quotations are nominal.

Stove and Range Trade Seasonable

Montreal.

STOVES.—The present demand for stoves and ranges is seasonably light—but some bookings are still being received for fall delivery. Manufacturers state that orders already in hand total a considerable tonnage, and it is very questionable whether manufacturers will be able to entertain many large orders in addition to those already secured. The delivery of various material already on order is likely to be delayed. This will mean that any excess production that may have been looked for some months ago will hardly be possible this year. The undertone is particularly firm.

Oil and Gasoline Have Sold Freely

Montreal.

COAL OIL, GASOLINE—The demand for coal oil has reached the usual seasonable proportions, and from all quarters sales are reported heavy. The same is true of gasoline and the only question is that of supply, even though prices are high. Present quotations on coal oil are from 29 to 31 cents per gallon, and on gasoline the price of motor grade is 38½ cents.

Various Lines Goods Advanced and Revised

Montreal.

TOOLS, ETC.—Prices have been completely revised on Sargent and Co.'s goods. Many lines that were previously sold at a price per gross are now selling at a unit price in multiples of 100, or at a price, each. Some of the prices have been advanced on goods of this firm's manufacture, while others have been revised entirely, without definite price change.

Rope and Cordage Quiet; Basis Holds

Montreal.

ROPE CORDAGE.—There is a seasonably fair demand for rope, although the usual summer quietness is settling down. Supplies are quite ample for ordinary trade requirements and the basis is as follows: Pure manila, per pound, 35½c; British manila, 28c, and sisal, 22½c. Seine twines are hard to get and the demand is active. Prices are naturally very high.

Higher Prices Likely on Crude Fuel Oil

Montreal.

FUEL OIL.—A record price of 18.70 cents per gallon has been reached for fuel oil. This is due to an increasing demand and a definite shortage of the commodity, which refiners see no hope of improving in the near future. It is probable that even 20 cents per gallon may be reached on this crude product.

Plumbers Using Many Lead Products

Montreal.

LEAD PRODUCTS—Prices have been ruling steady on sheet lead, lead pipe and fittings. There has been a steady demand from plumbers for these goods, and as there is still much building under construction this condition will perhaps continue. Supplies are adequate to take care of the needs of the trade and there is a willingness to buy, on the part of the trade, in moderate quantities.

Lead pipe, per 100 lbs.	....	17 00
Lead waste, per 100 lbs.	....	18 00
Note.—Lead pipe is subject to a discount of 10%.		
Lead traps and bends		List plus 30%
Lead wool, lb.	....	0 16
Lead sheets, 2½ lbs.	....	0 14
Lead sheets, 3 to 3½ lbs, sq. ft., lb	....	0 13¼
Do., 4 to 8 lbs., sq. ft.	....	0 13
Cut sheets ¼c lb. extra and cut sheets to size, ¾c lb. extra.		
Solder, guaranteed, lb.	....	0 42
Solder, strictly, lb.	....	0 40½
Solder, strictly, commercial	....	0 37½
Solder, wiping, lb.	....	0 36
Solder wire (8 gauge)—		
40-60	....	0 39¼
40-55	....	0 42½
50-50	....	0 45¼
Zinc sheets, casks	....	0 16½
Do., broken lots	....	0 17

Old Material List Still on Weak Side

Montreal.

OLD MATERIAL.—Prices have been easing off on old scrap, and this condition still prevails. Some foundries have had to close down for several weeks and they were off the market, naturally. Now operations have been resumed and there is a possibility of the undertone improving and of more numerous sales being made. The movement of old waste material from the country has been more active of late.

Dealers' Buying Prices.

Automobile tires	0 02½	0 03
Yellow brass	0 10	0 11
Red brass	0 17	0 18
Light brass	0 08	0 09
Scrap zinc	0 07	0 08
Lead, heavy	0 06	0 07
Lead, tea	....	0 03½
Light copper	....	14 50
Heavy copper	....	18 00
Wrought iron, No. 1, per gr. ton	....	22 00
Malleable scrap (ton)	....	22 00
Pipe scrap, ton	....	16 00
Stove plate, per ton	....	27 00
Heavy melting steel	....	22 00
No. 2 busheling	12 50	13 50
Boiler plate	17 00	18 00

Tin Holds Basis; Ingots Are Quiet

Montreal.

INGOT METALS.—For the most part the quiet conditions of the past few weeks have been maintained and price changes are absent. Tin, while still somewhat unsettled in London, has remained unchanged here, while lead has been more active in some parts.

COPPER.—Trading here is still of small compass and the price remains at 24c per lb. for electro., and at 23½c for casting.

TIN.—Some fluctuating in London markets, but local conditions rule without change, 57-58c per lb. still being quoted.

LEAD.—Demands, in a general way, have been heavier in large buying circles. The undertone is steady here, with 10½c per lb. being quoted.

ANTIMONY.—Outside enquiry is improved, but the price remains still at 11½c per lb.

SPELTER.—Little local trading has been effected. Zinc has been easier. Montreal basis on spelter is unchanged at 10½ cents per lb.

ALUMINUM.—What small amount of business is transacted here is done on the basis of 34 to 35c per lb.

TORONTO MARKETS

TORONTO, June 30.—Hardware commodities manufactured from iron or steel continue to advance in price and in many cases the tendency is for higher quotations. Heating stoves and ranges are on the list for higher prices and some makes will now cost the dealer more. Fuel oil also has come up for further price revision having advanced 2 cents per gallon. Champion scales have also been advanced and a new list with revised discounts is being sent out to the trade. Butchers' beams and household scales are also included in this list. Sash weights have again advanced.

Nails are very scarce and the demand is greater than the supply. Barbed wire, number 9 galvanized oiled and annealed, and other fence wires are daily becoming more scarce and replacements are coming very slowly.

The great scarcity of coal and fuel is seriously handicapping production and some industries have been forced to temporarily close their plants. The scarcity of raw materials, as well as manufactured products, is causing considerable inconvenience to all concerned.

Collections continue to come forward freely.

Heating Stoves, Ranges, Etc., Advance 5 to 15%

Toronto.

STOVES AND RANGES.—New and higher prices have been made on some styles and makes of heating stoves and ranges. Manufacturers whose lines are affected state this is not a general advance but is more in line with their costs. The very unsettled condition of nearly all markets pertaining to iron and steel and also the receipt of deliveries of raw material are all problems which the manufacturers have to face, and they state for this reason they are unable to tell any great distance ahead regarding future prices. Manufacturers also point out that the prospects for a very prosperous business are very bright for the coming Fall season, and while they do not advise speculative buying it is their belief that dealers should cover themselves for their legitimate needs. The new prices vary considerably and will approximate an increase from 5 to 15 per cent. over former quotations.

Higher Quotations Again Made on Fuel Oil

Toronto.

FUEL OIL.—The situation which has developed in fuel oil is a very satisfactory one and supplies are said to be limited. This seems to have been reflected in the new price which is of a higher nature, having advanced 2 cents per gallon and is now quoted at 20 cents per gallon in barrels, and 18 cents per gallon in tank quantities.

Machine Oils Again Are Revised Upwards

Toronto.

MACHINE OIL has also been revised upwards again, and the new price is now being quoted at 54½ cents per gallon. Imperial gas engine oil has also been marked up and is now quoted at 59 cents a gallon, while the Imperial kerosene oil has been revised upwards to $1.35 per gallon.

Bench Axes Have Been Readjusted to 45% Off

Toronto.

BENCH AXES.—As announced in last week's issue, bench axes of Smart's manufacture have been revised upwards. These prices have been readjusted by the manufacturers and the new revised price now reads 45 per cent. discount from the list.

Various Brushes May Again Advance

Toronto.

BRUSHES.—The present tendency of prices on nearly all kinds of brushes is still upwards, and some are of the opinion that higher prices will again be

made in the near future. However, it is hard to say just what the situation will be as there are so many developments taking place throughout the whole situation. The difficulty of securing the long bristles as well as other supplies continues to be one of the biggest drawbacks to the manufacturer, it is stated.

Disston Saws Now Cost Dealer $45.25 Doz.

Toronto.

DISSTON SAWS, which were quoted at an advanced price in last week's issue have had a readjustment of price, and the new quotation is now $42.25 per doz. for the D8 26 inch.

Champion Scales Have Upward Revision

Toronto.

CHAMPION SCALES.—Higher revisions have again been made in the price of Champion scales, and the new quotations, including the charges for stamping, are as below. Standard scales have also been revised upwards and are now being quoted at a discount of 5 per cent. from the list, stamping charges being extra. Weigh beams have also been revised upwards, the new discount being 10 per cent. from the list and extras being charged for stamping.

Champion Scales—

	Each.
4 lbs.	6 65
10 lbs.	8 85
240 lbs.	13 00
600 lbs.	35 55
1200 lbs.	43 40
2000 lbs.	57 65
2000 lbs. drop lever	65 40

Butcher Beams Advance; Household Scales Up

Toronto.

BUTCHER BEAMS.—New and higher prices have also been made on butcher beams. The 30-pound being quoted at $10 each and the 50-pound being quoted at $11.55 each in line with advances on other scales the household line has been revised upwards, the smaller size being quoted at $4.50 each, while the larger ones are $6 each.

Sash Weights Now Cost Dealer $5 Cwt.

Toronto.

SASH WEIGHTS also come up for revision and a higher price of $5 per hundred pound is being quoted on the solid 3 pound and over.

Wire Nails Very Scarce; May be a Famine

Toronto.

WIRE NAILS.—Little relief has been shown in the situation which has developed in wire nails, and jobbers are of the opinion that the situation will be real tight in the near future, and give as a reason the fact that the manufacturers were unable to fill their orders for sometime back, and now that the coal and fuel famine is prevailing many have had their production greatly curtailed, and it may be some considerable time before they are again back in full swing. The demand for nails is a very heavy one and jobbers state their stocks are moving out very rapidly, and whether they will soon be able to replenish the stocks remains to be seen. There is no doubt, however, that there are many factors in the situation, and few, if any, are predicting the future situation. The quotation remains at $6.10 per keg base, while the cut nails are quoted at $7 per keg base.

Lead and Zinc Products Firm; Unchanged

Toronto.

LEAD AND ZINC PRODUCTS.—Nearly all products shown on the list are quoted from a very firm base this week, and while the price remains steady the tendency is for a very firm price. However, on account of the recent fluctuations it is difficult to state how long this situation will last or when there will be a revisal, as the basic metals for this commodity are of such a fluctuating nature. Lead pipe is still being quoted at 17 cents per pound, while the lead waste pipe is quoted at 18 cents per pound. Lead traps and bends show no change and are quoted at an additional 30 per cent. to the list. Solders are also holding quite firm, the strictly being sold at 35 cents per pound and the guaranteed at 39 cents per pound. The following are quotations of some of the better known products:

Lead pipe, list, per lb.	0 17
Do., over 8 in., list, per lb.	0 19
Lead traps and bends	add 30%
Lead wool, lb.	0 16
Lead sheets. 4 to 6 lbs., sq. ft., in rolls, lb.	0 13
Cut sheets ½ to ¾c lb. extra and cut sheets to size 1c lb. extra.	
Solder, wire, lb.	0 43
Solder, strictly, lb.	0 35
Solder, commercial, lb.	0 33
Solder, guaranteed, lb.	0 39
Solder, wiping, lb.	0 33
Lead waste pipe, list, per lb.	0 18
Zinc sheets, per lb.	0 19

Corrugated Sheets Firm; Scarcity Not Overcome

Toronto.

CORRUGATED SHEETS.—Little improvement has been offered the situation as regards the supply of raw material for the manufacture of corrugated sheets and manufacturers are very much concerned for the future; they state there is very little material coming forward and that the local markets are almost bare. This situation is entirely attributed to the freight transportation difficulties as well as the shortage of raw material. The great shortage of coal is also said to be a factor and in some cases the mills both in United States and Canada have been forced to close down for the want of fuel. Owing to the great difficulty of securing supplies, as well as premiums that have to be paid in order to secure immediate delivery, many are charging premiums over the prices shown herewith, although these prices generally are acceded to be the booking or standard prices. However, manufacturers state it is often necessary for them to go into the local markets and pick up material in small quantities in order to fill their orders, and they are often required to pay premiums for these pick-ups. The following are the present quotations:

Corrugated Sheets—	Per 100 square feet Gal'zd.	Painted
No. 28 gauge	$10.50	$ 8.50
No. 26 gauge	11.25	9.75
No. 24 gauge	16.75	12.00
No. 22 gauge	19.75	15.00
No. 20 gauge	23.50	19.25
No. 18 gauge	30.00	23.75

On shipments of 300 lbs. and over, freight is allowed south and east of and including North Bay; also several Western counties in Quebec Province. Places north and west of North Bay, the freight is equalized on North Bay. For Quebec and Maritime Provinces, freight is equallized on Montreal.

Discount, 7½%.

Warehouse Stocks of Boiler Tubes Are Light

Toronto.

BOILER TUBES.—Jobbers state their stocks are becoming very low, which is a decided reversal from the situation of several weeks ago. This, however, they state is due to the transportation difficulties as well as to the mills not being able to supply them freely. Some have it that the demand for pipes is so keen that the skelp mills are handling large contracts at premium prices and which may have checked the manufacture of boiler tubes. However, it is hard to state any main factor in the case as there are so many sides to the situation. The following are quotations on tubes:

BOILER TUBES—	Seamless	Lapweld
1 inch	$23 00	.....
1¼ inch	32 00	.....
1½ inch	33 00	.....
1¾ inch	35 00	30 00
2 inch	34 00	30 00
2¼ inch	38 00	33 00
2½ inch	47 00	37 00
3 inch	53 00	47 00
3¼ inch	.....	54 00
3½ inch	70 00	49 50
4 inch	98 00	64 00

Famine Prevails For Sheets and Plates

Toronto.

SHEETS AND PLATES. — The great famine for sheets and plates of nearly all kinds has prevailed so long that little comment is being made on the situation, although jobbers and manufacturers state the conditions are even worse than previously. Some state they had hopes of fair delivery after the congestion on the railroads had been cleared up. This, however, they state has been offset by some of the mills being forced to partly close on account of the great shortage of coal and other fuel. Some state they have had light shipments of sheets but that the demand is so great that little improvement has been made on the situation, as numerous carloads are required before the situation will be righted. The following quotations are published merely as a guide, and while these prices are fairly standard many are charging premiums on account of having to go into the local markets or where they have been fortunate enough to secure their shipments from the mills for which they have been required to pay heavy premiums.

BLACK SHEETS	
14 gauge	$8 95
16 gauge	9 00

18-20 gauge	9 45
22-24 gauge	9 50
26 gauge	9 55
28 gauge	9 65
3-16 inch plate	9 75
¼-inch boiler plate	....

Prices shown are for full cases. An extra charge of from 25c per 100 lbs. is made for less than case lots.

GALVANIZED SHEETS

	Premier		Apollo	
10¾ oz.	$12 00	$11 50	$12 00	$12 25
U.S. 28	11 45	11 70	11 45	11 85
U.S. 26	11 15	11 40	11 15	11 55
22 and 24	11 00	11 25	11 00	11 40
18 and 20	10 70	10 95	10 70	11 10
16	10 70	10 95	10 70	11 10
12 and 14	10 55	10 20	10 55	10 95

An extra is now charged on galvanized sheets, 10¾ oz. and 28 ga., when shipped out in sheets 3 feet wide. The extra charged over prices shown above is 20c per 100 pounds. Other gauges show no change for different widths.

Prices shown are for full cases. An extra charge of 25c per 100 lbs. is made for less than case lots.

Waste Materials Still Have Sagging Tendency

Toronto.

WASTE MATERIALS.—Owing to the reduced activity of the mills and many industries the demand for waste materials of nearly all kinds has considerably fallen off, and practically all lines have a very weak sagging downward tendency with every indication of lower prices unless the situation shows considerable improvement in the near future, it is stated. Iron and steel, which have been holding at very firm, high figures, have had a decided slump and a great weakness is noted on this line. However, it is expected that the railway transportation difficulties will soon be overcome, and this would relieve the tension at the mills and incidentally strengthen the market on these commodities, it is stated. The following are the present quotations:

WASTE MATERIAL

No. 2 busheling	13 00
Stove plate, per ton	32 00
Yellow brass	0 10
Red brass	0 15¾
Light brass	0 08
Scrap zinc	0 06½
Heavy copper	0 17
No. 1 machinery cast	38 00
Heavy melting steel	15 00
Wrought iron, No. 1, per gr. ton	15 00
Heavy lead pipe	0 06
Old rubbers, boots and shoes	0 06
Overseas lumbermen's rubber boots	0 04
Bicycle tires	0 01½
Automobile tires	0 03
Heavy lead pipe	0 05¾
Tea lead	0 11

May be Scarcity of Iron and Steel Bars

Toronto.

IRON AND STEEL BARS.—The situation regarding iron and steel bars has tightened up very considerably. This is attributed to the great scarcity of coal and fuel of all kinds, mainly brought about by the freight transportation tie-up, and it is stated that both in the United States and Canada that several mills have been closed down on this account. Jobbers state that if this situation is not soon cleared up that there will likely be a great shortage, and while they state there are fair stocks of this material on hand in the warehouses it is also true that there are certain sizes that are becoming very low, and with little prospects for immediate replacements.

STRUCTURAL ANGLES and shapes are said to be very hard to procure and the price tendency is upwards. The following are the present quotations on iron and steel bars:

Common bar steel, 3-16 and light	6 00
Common bar steel, ¼ in. and heavier	5 50
Common bar iron, 3-16 in. and heavier	6 00
Common bar iron, ¼ in. and heavier	5 50
Angle base	5 75
Horseshoe iron	6 00
Tire steel	5 95
Band steel	5 75
Spring steel	12 75
Mining drill steel	31 95
Sheet cast steel	....
Mild steel	5 75
Norway iron	16 25
Toe caulk iron	6 70
Sleigh shoe steel	5 75
Hoop steel	6 75

Fair Demand For Rope; Price Steady; Unchanged

Toronto

ROPE.—A fair amount of business is being handled throughout the trade on rope, although the situation is somewhat quiet. Prices remain very steady and no change is immediately expected. The quotation on manila is 35½ cents per pound, while the sisal is quoted at 22½ cents per pound, and the Beaver manila and New Zealand hemp is quoted at 28 cents per pound base.

Poultry Wire Has Heavy Demand; Stocks Light

Toronto.

POULTRY WIRE is a very scarce commodity and little relief is looked for from the manufacturers for some time to come, it is stated. Jobbers state their stocks are daily becoming depleted and many state there are numerous sizes they are already sold out of. The present quotations are very firm, although unchanged, and are as the current quotation pages.

Various Kinds of Wire Still Hard to Procure

Toronto.

WIRE.—There is a great scarcity at present of nearly all kinds of wire, and jobbers are in a quandary as to what the situation will develop. They state that enquiries are coming into them very persistently, but they are unable to secure delivery from the manufacturers, who in turn state that they are up against a serious shortage of coal and other fuel, and that so many other disturbances have taken place that they are unable to maintain a sufficient production to fill the demand, which is an unusually heavy one; especially is oiled and annealed wire and other fence wire very hard to procure. The present quotations are very firm, although no recent changes have been made in prices which are as current quotation pages.

Ingot Metals Steady; Price Unchanged

Toronto.

INGOT METALS.—Little change has been made on these metals this week, the price being fairly steady.

TIN is fairly steady, the quotation remaining unchanged at 60 cents per pound.

LEAD prices show no change, 10½ cents per pound still being the quotation.

COPPER shows no change over last week's quotation. The present price is quoted at 24 cents per pound.

SPELTER.—A fair demand is being made for spelter. The price remains unchanged and is quoted at 10½ cents per pound.

ANTIMONY stocks continue light although the situation is somewhat firmer. The present price is 15½ cents per pound.

LONDON MARKETS

LONDON, June 30.—There seems little to indicate that lower prices will be made on hardware commodities and the tendency is for still higher quotations. This week's budget of price changes is no exception to this condition and many lines have been marked up. Household scales of many kinds have been revised upwards. Scythes stones of various makes have new higher quotations. Tire tape has again been marked higher. Buggy washers will also cost more. Gem hose nozzles and English tower bolts and sash rollers have also advanced in price. Various push drills, ratchet screw-drivers and other carpenters' tools all have been revised upwards.

The removal of the 7½ per cent. tax has been the means of lowering the price of game traps of the cheaper variety.

All in the hardware trade seem to be enjoying a very brisk turnover, and the sale of all summer lines is still in full swing. Goods are very scarce and some lines such as fence wire, fence staples, slating nails and roofing nails, cannot be procured in some districts and in others many times the quantities offered for sale could be used. Prices on No. 9 and barbed wire are based on the cost as small shipments arrive and are quoted on application. Collections continue excellent.

Higher Revisions Made on Various Scythe Stones

London, Ont.

SCYTHE STONES.—A heavy demand is being made for scythe stones of various kinds, and some lines have been advanced in price. The Western red-end has been marked up to $3 per box of 3 doz.; while the Quinebog is now quoted at $4 per box of 3 doz. The English round, $5.25 per box of 25; and the Canadian emery has been revised up to $1.10 per dozen.

Small Packages of Tire Tape Now Cost 89c Lb.

London, Ont.

TIRE TAPE.—A further advance has again been made on the price of tire tape, the ounce packages having been marked up to 89 cents per lb. The 2 oz., 4 oz. and 8 oz. also are quoted at 89 cents per lb.; while the 1-lb. packages are quoted at 85 cents per lb.

1-in. Coil Buggy Washers Cost Dealers 30c Box

London, Ont.

COIL BUGGY WASHERS.—A higher revision has been made on the price of coil buggy washers. This is said to be due to the advanced cost of manufacture. The ⅞ inch is now quoted at 29 cents per box, while the 1 inch has been marked up to 30 cents per box.

Gem Hose Nozzles Are Marked Up to $13 Doz.

London, Ont.

HOSE NOZZLES. — Higher revised prices have been made on some lines of hose nozzles, and this week's price changes include an advance on Genuine Gem pattern, the ¾ inch now being quoted at $13 dozen.

Higher Prices Made on English Tower Bolts

London, Ont.

TOWER BOLTS.—New and higher quotations have been made on English japanned tower bolts. The new quotations on the various sizes of the number 09 are as follows:

English Japanned Tower Bolts—No. 09 x 3 in., $1.85 doz.; 4 in., $2.10; 5 in., $2.50; 6 in., $2.85; 8 in., $3.75; 9 in., $4.25.

Hay Fork Pulleys Are in Good Demand

London, Ont.

PULLEYS.—In view of the close proximity of the haying season, hay fork pulleys are moving very briskly. The present quotations are very firm, although the prices remain unchanged. The quotations on some of the most familiar lines are as follows:

Hay Fork Pulleys—6 inch, wood wheel knot passing, with heavy malleable frame, $8.75 doz.; 6 inch wood, with light malleable frame, $8 doz.; 6 inch iron wheel knot passing, with heavy malleable frame, $8.75 doz.; 6 inch wood wheel, plain, with malleable frame, $8.50 doz.; 6 inch, iron plain, with cast frame, $7.20 doz.

No. 10 Sash Rollers Have Been Revised Upwards

London, Ont.

SASH ROLLERS.—New and higher quotations have been made on sash rollers. This is said to be in line with advancing prices on many commodities that constitute the builders' hardware line. The new prices on the various sizes of the No. 10 sash pulleys are as follows:

Sash Rollers—10 x ⅝ in., 35c doz.; ¾ in., 40c; ⅞ in., 50c; 1 in., 65c.

Lower Revisions Made on Various Game Traps

London, Ont.

GAME TRAPS.—A readjustment has been made on the price of various game traps, and lower prices approximating a 7½ per cent. decrease have been made. It is stated that this lower revision is not on account of lower cost of material or manufacture, but is entirely due to the removal of the 7½ per cent. tax formerly imposed. The following are the new quotations:

Victor, with chain.—No. 0, $2.20 doz.; No. 1, $2.65; No. 1½, $4; No. 2, $5.50; No. 3, $9.85; No. 4, $11.25.

Oneida Jump, with chain—No. 0, $3 doz.; No. 1, $3.50; No. 1½, $5.25; No. 2, $8.40.

Carpenters' Tools Advance About 5%

London, Ont.

CARPENTERS' TOOLS. — The price tendency on nearly all commodities manufactured from iron or steel is still upwards, and in many cases manufacturers find difficulty in securing sufficient supplies of raw material for their purpose. Carpenters' tools of various kinds are no exception to this rule and this week records an advance on the prices of the Yankee line, including ratchet screw-drivers, push drills, etc. Some of the new quotations are as follows:

Screw Drivers.—No. 11 x 2 inch, $9.10 doz.; 3 inch, $11.15; 4 inch, $11.85; 5 inch, $13.05; 6 inch, $14.75; 8 inch, $16.60.

No. 15 x 3 inch, $10.4 doz.; 4 inch, $10.90; 5 inch, $11.4.

No. 12, $13.05 doz.

No. 30, spiral, $41.50 doz.; No. 31, $55.70; No. 35, $30.80; No. 130, $47.40; No. 131, $64.

Automatic Drills—No. 4, $40.30 doz.; No. 41, $35.95; No. 42, $28.45; No. 43, $18; No. 44, $43.25.

Warm Weather Increases Demand For Electric Fans

London, Ont.

ELECTRIC FANS.—With the return of warmer weather a very brisk demand has again set in for various electric fans. The Polar Cub is quoted at, 6 inch, $7.50 each, or in dozen lots at $7 each; the 9 inch sells for $12 each and $11.75 in dozen lots.

Even Balance Scales Advance About 5%

London, Ont.

SCALES.—Higher prices have again been made on scales, the new quotations affecting many of the even balance lines. The new advance is approximately 5 per cent. higher than former quotations. The Imperial Standard and Champion platform scales are now quoted at a discount of 10 per cent. and 5 per cent. off the list. The Champion, even-balanced scales of 5 and 10 lb. capacity, have a new discount of 5% off the list. The The Champion union scales, of 240 lbs. capacity, take a discount of 5 per cent. off list. Steel bar weigh beams have also been advanced, now being quoted at a discount of 10 per cent. off the list. Stamping charges are additional to the net prices.

No. 20 Door Springs Cost Dealers $1.90 Doz. Pr.

London, Ont.

SCREEN DOOR SPRINGS.—New and higher prices have been made on some lines of screen door springs, and the No. 20 will now cost the dealer $1.90 per dozen pairs.

New Booking Prices Made on Stove Boards

London, Ont.

STOVE BOARDS.—Booking orders are now beginning to be made on stove boards at the advanced prices which have recently been made. The following is the list of new prices, which are subject to a discount of 5 per cent.:

Stove Board, wood lined—List, 24 in. square, $18.50 doz.; 26 in., $21; 28 in., $23.50; 30 in., $25.50; 33 in., $32; 36 in., $37.

Oblong, 18 x 28, $19; 24 x 32, $25; 26 x 34, $26.50; 26 x 38, $28.50; 28 x 44, $40; 30 x 48, $50.

Rafter Brackets and Hangers Moving Freely

London, Ont.

RAFTER HANGERS AND BRACKETS are beginning to have a very brisk demand and enquiries are very numerous. The present prices are quoted from a firm basis and are as follows:

Rafter Brackets and Hangers—Rafter Brackets, $1.08 doz.; rafter hangers, ½ in. x 10 in., 95c doz.; ½ in. x 12 in., $1.05 doz.

Wire Nails Show Little Improvement; Price Firm

London, Ont.

WIRE NAILS.—The situation in regards to wire nails shows little change and stocks are becoming very nearly exhausted. When it is considered the condition that the mills are in at present on account of the shortage of coal, the future prospects for receiving wire nails in any quantity do not look very bright. The demand continues to be a very heavy one and the quotations are very firm, although no change has been made this week. The prices on wire nails are now being quoted at $6.00 per keg base, and the cut nails are quoted at $7.50 per keg base.

Rope in Fair Demand; Binder Twine Also Moves

London, Ont.

ROPE.—A fair demand is being made for rope of all kinds, although the whole situation has a tendency to quietness.

The price remains very steady, no change having recently been made.

BINDER TWINE is having a very good demand and many dealers are beginning to receive their stocks.

The quotation on pure manila rope still remains at 35½c per lb. base, while Beaver manila and New Zealand hemp continues to be quoted at 28c per lb., and the sisal at 22½c per lb.

Lawn Mowers Show No Change; Light Stocks

London, Ont.

LAWN MOWERS.—A fair demand is being made for lawn mowers of all kinds and fair stocks are moving, although it is believed that the present demands are somewhat slackened. The Daisy, Star, Woodyatt and Empress continue to sell at a discount of 25 per cent. off the list.

Garden Tools Still Have Brisk Movement

London, Ont.

GARDEN TOOLS of nearly all kinds are having a very brisk demand and fair volumes are daily moving out and all in the trade seem to be very well satisfied with the amount of business being offered. The discount remains unchanged, and is still quoted at 50 per cent. and 10 per cent. off the list

Screen Wire Cloth Continues to Move Freely

London, Ont.

SCREEN WIRE CLOTH.—A fair demand is being made for screen wire cloth, although it is believed that if the weather was somewhat warmer, that this present demand could be greatly stimulated, while it is believed that dealers generally are having a good sale for this commodity jobbers state that their sales are fair and are in hopes for a continuation of the warm weather in order to keep up the demand for this and similar commodities. It is believed that owing to the higher prices of screen doors and windows this season that many are repairing their last season's doors, screens, etc., and incidentally been the means of a heavy demand for screen wire cloth.

The present quotation is firm and unchanged, the painted black still being quoted at $3.60 per 100 square feet, and the galvanized $4.25 per 100 square feet.

Scythes, Snaths, Grass Hooks All Move Freely

London, Ont.

SCYTHES AND SNATHS.—This season's growth has been very satisfactory up to present, and many seasonable tools are being called for. Probably first on the list of these are scythes and snaths. The present quotations are very firm and are as below.

GRASS HOOKS are also moving freely. The price on this line is also very firm, although this week's quotations show no change. The present quotations are as below:

Scythes—Cast steel, $17.25 doz.; clipper, $18.25; cutlery steel, $19.25; brush, $17.75.

Snaths—Patent No. 1, $15.85; No. 2, $15.20; No. 3, $14; No. 00, $16.50; brush, $17.20 doz.

Grass Hooks—Canadian, No. 2, $4.90 doz.; No. 3, $5; No. 4, $5.10; No. 5, $5.30; Little Giant, $7.25.

Linseed Oil Prices Steady; Unchanged

London, Ont.

LINSEED OIL.—Although the scarcity has been relieved to some extent on linseed oil the situation has not righted itself yet, it is stated, by the crushers. Usually at this time of the year, the smaller boats have been formerly hauling fair tonnages of Canadian seed down the lakes. However, it is believed that some of the larger boats have disrupted this system owing to the bigger tonnages they could carry and at cheaper rates. This, however, creates a situation where instead of the crusher getting daily supplies of seed, irregular large shipments come forward. It is also believed that considerable seed has been tied up in some of the United States harbors on account of the congestion on the railroads owing to the strikes of the employees. The following are the present quotations:

	Raw	Boiled
1 to 2 bbls., gal.	2 50	2 53
3 to 5 bbls., gal.	2 49	2 52
6 to 9 bbls., gal.	2 47	2 50

Less barrels add 15c gal.

A Decline of 25c Gal. Made on Turpentine

London, Ont.

TURPENTINE.—A decline of 25 cents has again been made on the price of turpentine this week. Considerable improvement is daily being made in the turpentine situation. Supplies are coming to hand in much larger volumes. Although the present price is fairly steady, the tendency is still for lower prices in the near future. It is stated that many are looking for a decided increase in this season's receipts over that of last and base their opinions on the satisfactory returns which are coming forward daily. One of the main drawbacks, it is stated, has been the tardy delivery by the railroad companies, and many have had shipments tied up in transit for some considerable time, and have not as yet received them. The following are the present quotations:

	Imp. Gal.
1 barrel lots	3 25
2 to 4 barrels	3 24
5 gal. lots	3 40

White Lead in Oil Has Good Buying Movement

London, Ont.

WHITE LEAD IN OIL.—A very active demand is being made for white lead in oil, and every day sees a new budget of enquires for good sized quantities. Jobbers state they have had some difficulty in securing supplies, although there is said to be no real scarcity. Corroders say this is due to the difficulty of keeping up with the present heavy demand. The present quotations are very firm. Although no change has been made in price, the pure, in ton lots, continues to be quoted at $20.45 per hundred lbs., and less than ton lots, $20.80 per hundred lbs. The Elephant brand, in ton lots, is quoted at $20.95 per hundred lbs., and in less than ton lots, $21.30 per hundred lbs.

WINNIPEG MARKETS

WINNIPEG, July 1.—The tendency of all lines affected by the changes in this week's markets is still upwards, and many of the more important basic commodities are involved. Chief among the lines showing change are to be found lumbering tools, scoops and shovels, beaver board, blacksmiths' coal, wrought washers, nails, plain wire, wire door mats, meat choppers, sheet iron and sheet steel. Metals, it will again be noticed, predominate, an occurrence that plainly predicts higher prices for manufactured lines dependent upon the basic metals for their production. Reports from all quarters show that the trade generally continues to be inconvenienced by acute shortage in the stocks of many of the basic lines and present conditions show little chance of extra supplies in appreciable quantities being procurable owing to manufacturers being unable to cope with the greatly increasing demands from all quarters, a condition that rapidly absorbs the full output of the manufacturers and at the same time makes little impression on the present shortage that is existing in nearly all the more important lines. Crop conditions throughout the West are reported good to date, a condition that augurs well for the business of the year.

Lumbering Tools Advance About 18% on Old Prices

Winnipeg.

LUMBERING TOOLS are named in the latest changes for revision of prices, and as a result show an approximate advance of 18 per cent., the same applying to all styles, also parts and handles. The wide range of goods covering this

line does not permit individual classification. The change occurring can be accepted as general, however, the approximate advance applying to all lines under this heading. The advanced cost and scarcity of raw material is said to be the chief factor responsible for the present change.

Higher Prices Quoted on Snow Shovels and Scoops

Winnipeg.

SNOW SHOVELS.—The new prices appearing on snow shovels and furnace scoops now quote these lines 10 per cent. higher than was previously quoted, and as a result give the following net lists as the present ruling prices: Snow shovels, Garry, $11.85; furnace scoops, Garry, $13.20 per dozen.

Expected Increase Now Occurs on Beaver Board

Winnipeg.

BEAVER BOARD.—The possible increase anticipated on beaver board, remarked upon in a recent issue of Hardware and Metal, occurs in this week's changes, and advances this line to the extent of 8 per cent. on previous prices. The present demand for this class of goods is of an exceptionally heavy character; so that this, coupled with the existing shortage prevailing in wood pulp, makes allowance to some extent for the latest increase of price of the manufactured product, the occurrence of which has been anticipated for some time. Present prices now quote this line as follows:

Beaver Board—In 5M ft. lots, $53; original bundles, $54; small quantities, $55.50 per 1,000 sq. ft.

Revision in Blacksmiths' Coal Advances Price

Winnipeg.

BLACKSMITHS' COAL.—New prices appearing on blacksmiths' coal show an advance of 15 per cent. over old prices, an occurrence said to be fully expected on considering the past stability of this line, which cannot help but eventually be affected by the continually changing markets. To-day's prices now show: Blacksmiths' coal, per ton, $20.00; less than ton lots, $1.10 per 100 lbs

A 6% Increase Revises Wrought Iron Washers

Winnipeg.

WROUGHT IRON WASHERS.—New prices also appear for wrought iron washers, advancing same a further 6 per cent., the addition of which now places this class of goods at an exceptionally high figure owing to previous repeated advances occurring. The present unsatisfactory conditions prevailing in the major markets are named as the chief cause for the latest revision. Present prices are quoted as under:

WROUGHT IRON WASHERS

Size	100 lbs. Case lots	100 lbs. Small lots
3-16 in.	$22 00	$22 50
¼ in.	19 30	19 80
5-16 in.	18 10	18 60
⅜ in.	16 75	17 25
7-16 in.	15 70	16 20
½ in.	15 10	15 60
9-16 in.	14 95	15 45
⅝ in.	14 80	15 30
¾ in.	14 65	15 15
⅞ in.	14 50	15 00
1 in.	14 50	15 00
1⅛ in.	14 50	15 00
1¼ in.	14 80	15 30
1⅜ in.	14 80	15 30
1 7-16 in.	14 80	15 30
1½ in.	14 80	15 30

Nails Are Scarce and Higher Priced

Winnipeg.

WIRE NAIL prices are again changed, and show still higher tendencies to the extent of 25 cents per hundred lbs. Although the new advance cannot be said to be of a heavy character, it on the other hand shows clearly the decided trend of this market, which owing to greatly depleted, and in many cases practically exhausted stocks, combined with the present heavy demand, shows little tendency to the possibility of better conditions prevailing for some time to come, as further supplies in satisfactory quantities are difficult to procure. Ruling prices now quote:

Wire Nails—Fort William, $6.50; Winnipeg, $7 per 100 lbs.

Wire Finishing Nails—1 in., $9.50; 1⅛ in., $9.50; 1¼ in., $9.15; 1½ in., $8.90 per 100 lbs.

Plain Wire Is Also Advanced 35c Per Cwt.

Winnipeg.

PLAIN WIRE.—In conjunction with the new revision prevailing in nails, plain wire also shows further advance, an occurrence that plainly indicates the general tendencies of these markets, besides showing clearly the possible future quotations on nails, which it will be seen will bear toward still higher levels, unless quick and unexpected changes appear for the betterment of present conditions at present influencing the wire market. Exceedingly low stocks are at present reported on practically all wire, and new supplies being received are in small quantities only.

Wire—Coiled Spring, No. 9, $6.80; No. 12, $7.05. Plain galvanized, No. 9, $6.75; No. 12, $7 per 100 lbs.

Steel Wire.—Galvanized, gauge 8, $7.75; gauge 9, $6.75; gauge 10, $7.75; gauge 11, $7.85; gauge 12, $7; gauge 13, $7.15; gauge 14, $8.25; gauge 15, $9; gauge 16, $9.25 per 100 lbs.

Wire Door Mats Are Again Higher Priced

Winnipeg.

WIRE DOOR MATS.—New and advanced prices appear on wire door mats, affecting this line to the extent of a further 12 per cent. on previous lists. Wire and wire products, it would seem, are being well represented in this week's market changes, with all lines showing decided advance, as has been previously shown. It is generally known, however, that wire of all styles and kinds is at present very scarce, with little hope being extended as to the possibility of early relief occurring, hence the new increase in price. The latest prices now showing on wire door mats are:

Wire Door Mats—Galvanized cold rolled steel wire, size, inches, 16 x 24, $1.45; 18 x 30, $2; 22 x 36, $2.75; 26 x 48, $4 each.

Meat Choppers Incline To Higher Levels

Winnipeg.

MEAT CHOPPERS.—Enterprise meat choppers have also advanced prices following the new market changes and show accordingly a further 10 per cent. increase. The new prices named appear of firm character and little possibility of a severe change occurring for an indefinite period is to be looked for, it is said, in view of the fact that the basic material is metal scarcity, and the high prices of the raw material are named as the chief cause of the present advance. To-day's prices are quoted as follows on:

Meat Choppers—Genuine Enterprise, No. 5, $5; No. 10, $7.75; No. 12, $7.25; No. 22, $12; No. 32, $15.50; No. 042, $38.50 each.

Iron and Steel Sheets Scarcity Advance Price

Winnipeg.

SHEET IRON AND STEEL prices have again advanced, the showing for this week being a further 75 cents per hundred lbs. The sheet situation is now considered to be practically hopeless, in view of the fact that the past shortage has now literally reached the famine stage, practically no sheets or plates being obtainable from any quarter, and with every indication pointing, it is said, to a continuance of the present scarcity over an indefinite period. As might be imagined, in view of these unsatisfactory conditions, prices are firm with every indication of further advance being probable at no distant date. Present ruling prices are herewith quoted:

Sheet Steel—Black, gauge 10, $10; gauge 12, $10; gauge 14, $10; gauge 16, $10.35; gauge 18, $10.40: gauge 20, $10.40; gauge 22, $10.45; gauge 24, $10.45; gauge 26, $10.50; gauge 28, $10.50, per 100 lbs.

Sheet Iron — Galvanized, gauge 16, $12.35; gauge 18, $12.50; gauge 20, $12.50; gauge 22, $12.65; gauge 24, $12.65; gauge 26, $12.80; gauge 28, $13.10; 10¾ oz., $13.50, per 100 lbs.

PITTSBURGH MARKETS

PITTSBURGH, July 1.—Transportation conditions as affecting the shipment of pig iron and finished steel products have not improved during the past week or two, and on a precise showing would probably be seen to have grown a shade worse. Supplies of raw materials, however, appear to have been kept up, whereby production is not decreased. The rate of output is indeed quite high considering the general financial and industrial situation, which is one of doubt and uncertainty rather than of full activity and confidence.

Effective Monday of last week the Interstate Commerce Commission issued

an order requiring that full preference be given the coal mines in the matter of car supplies, up to 100 per cent. of mine ratings. The previous rule had been for preference up to 50 per cent. Already there is a materially heavier movement of coal as a result of the order. Quite typical of the fault-finding spirit so generally prevalent, which is perhaps the main retarding influence now to real progress and prosperity, complaints regarding the coal car order are made in various quarters, and newspaper space is generously given to the complaints. For instance, the Connellsville coke operators complain that the order is going to take cars away from them, with the intimation that nothing could be worse than to restrict the movement of Connellsville coke. Now coke is used mainly for making and melting pig iron and the by-product ovens have been very short of coal, so that a better coal movement will help them. As to the relative importance, last year the Connellsville region produced 10,000,000 tons of coke and the by-product ovens 25,000,000 tons. After pig iron has been made, the steel mills need coal, and the better coal movement will help the steel mills also. Nevertheless, what one sees in the average daily or trade paper is not that the steel mills are going to get more coal, which they need badly, but that their car supplies for shipping steel may be decreased a trifle. Even then, however, it is improbable that any such thing will occur. Pittsburgh bankers, who are interested in seeing all the wheels of industry move freely, have been expressing grave apprehensions over the coal market situation, Pittsburgh coal having brought $10 per net ton at mine, a price some industries cannot afford to pay so that they are forced to close. If the industries cannot run there is no use making steel or shipping it.

American Federation of Labor

By reason of the action taken at the Montreal convention of the Federation of Labor it is thought in the iron and steel industry that no attempt will be made by the Federation to call a strike in the industry in the near future. The Federation directed that the committee which handled the strike of last September be disbanded, its field workers be called in by July 1, and its funds turned over to the Federation's executive committee. A meeting of the heads of the international unions is to be held in Washington, to appoint a new committee and lay plans for a fresh general campaign to organize the industry. No doubt the Federation will attempt to profit by the experience of the last strike, which had too much of the "red" element in it. Doubtless the Federation management did not like this, but it was not strong enough to curb the Fitzpatrick-Foster element that dominated the committee now disbanded, Fitzpatrick and Foster themselves having resigned several months ago.

Any activity of the Federation will be entirely apart from the Amalgamated Association, which broke with the union sheet and tin plate mills as detailed in last issue, and which will have a strike this summer unless there is a last-hour recession from the impossible demands it made upon the mills.

Coke and Pig Iron

Connellsville coke for spot shipment has advanced further, being now fully $16 for furnace and $16 to $17 for foundry. Many consumers will not pay anything like such prices, preferring to curtail operations, but the offerings are so limited that everything is absorbed by those who are willing to pay practically any price asked. Production in the Connellsville and Lower Connellsville region is about 70 per cent. of the rate in Ma before the rail strike and the consequent traffic congestion.

Before the traffic difficulties became pressing a moderate amount of furnace coke had been put under contract for the second half of the year, at what then seemed to be very high prices, but prices lately asked are still higher, and the furnaces are placed in a particularly awkward position because they are called upon to buy their coke for the half year and they have sold only a part of their output, perhaps less than half, for the six-month period, while the market is too dull now to sell the remainder, and no one knows whether pig iron is going to advance or decline on the next buying movement. The coke operators say it is going to advance. Some business was done, as noted in previous reports, on a 4-to-1 ratio basis, which would make the coke cost $11, if basic pig iron stays at its present level of $44, valley, but would help the furnace in case pig iron declined. The lowest flat price quoted seems to $12, and furnaces do not care to risk paying that price.

While the pig iron situation generally is quiet and the balance of probability seems to be that before the end of the year iron will decline rather than advance, the bare fact is that Bessemer and basic have advanced in the past week. The only market to quote is the prompt market and deliveries are so scant that higher prices are obtainable. Two lots of 2,000 tons each of Bessemer and basic have been sold, for early delivery, establishing the market at advanced prices, $44 for Bessemer, or a $1 advance, and $44 for basic, a 50c advance, while foundry iron remains at its old price of $45, and strong at the figure, all prices here mentioned being f. o. b. valley furnaces.

Unfinished Steel

The billet and sheet bar market presents an easier tone, though prices can hardly be quotable definitely at lower levels than formerly There was a sale a few days ago of over 5,000 tons of sheet bars at $75, the old price, but it seems the buyer was influenced by ulterior motives. Reports have it that prospects of idleness at some of the sheet and tin mills, hitherto union, led to the offering of some sheet bars by these mills for resale, at between $65 and $70. Then there was a sale of a few thousand tons of small billets at $67.50, lower than the price lately regarded as the market in the absence of definite sales.

Prices on finished steel products for early shipment continue to soften, but the offerings in most cases are very light. Sheets can hardly be obtained at all. Plates, however, are more readily obtainable for reasonably prompt shipment, and 3.50c can be done, if not 3.25c, while a couple of months ago prompt plates were bringing 4c readily, and up to 4.50c in a few cases.

FIGURING EMPLOYEES PAY

Continued from page 47

Twice a year we go over the cards and, noting everyone's increased sales, we raise the quota of each to the point where it will still give him a comfortable working margin, the salary being raised in proportion. We try never to assign anyone a quota so high that he will be in danger of falling behind it. But if any salesperson has honestly achieved a certain quota, and then begins persistently to fall below it, we begin to seek the cause. Perhaps the employee is in poor health; perhaps there is sickness or trouble at home; there may be other reasons. We take these into consideration in handling the case; but if nothing appears save negligence or lassitude to account for the falling off, we feel compelled to discharge the salesperson. Anyone who has attained a given volume of sales should, we feel, be able to hold it or increase it. There should be no retrogression.

I have said that when a salesman is ill, we continue his salary just as if he were on duty. It must be remembered, however, that his quota liability is piling up against him during all the time he is absent. When he returns he must sell enough goods to catch up with his back quotas before he can begin to earn any extra commissions. This is only a measure of fairness to the store. Special circumstances, it is true, have sometimes induced us to wipe out any unfinished quota of sales and start off a clerk on a brand new basis. In fact, at the first of each year we usually wipe out all existing deficiencies and start with a clean slate.

TRADE INQUIRIES

998. **Raw materials and manufactured goods.**—French importer wishes to get in touch with Canadian exporters of raw material and manufactured goods.

1092. **Binder Twine.**—A co-operative organization in Roumania desire to receive quotations and other particulars from Canadian firms in a position to export binder twine.

1000. **Wire nails, enamelled ware—West African trade.**—An English firm wish to purchase for direct shipment to customers on the Gold Coast (West Africa) supplies of wire nails, enamelled ware, and galvanized corrugated iron sheets, and invite prices from Canadian manufacturers. Terms cash against documents at London bank.

Keeping Paint Trade at Home

How the Sumner Company, Moncton, N.B., Keep Enthusiasm at a High Pitch Throughout the Year and Keep the Trade at Home—One-fifth of Retail Wall Space Devoted to Paint Department—Salesmen in Touch with Contractors.

"HOW do you obtain paint sales?" was a question put to the manager of the paint department of the Sumner Company, Moncton, N.B., by a representative of Hardware and Metal. The answer, coming from the head of a paint department which has been successful in developing an all-year trade in paints, was: "We have but one answer, and that is by keeping it constantly before the public. We make our paint department work every day for twelve months. Window displays, newspaper advertising, mailing lists, etc., all are made use of at different seasons to call the attention to the lines that are specially appropriate."

In the spring when the housewife starts to clean out the winter's accumulation of dirt and dust and the days of sunshine call to brighten up, we feature floor paints and varnishes, varnish stains for the furniture, wall finishes, household varnishes, enamels, etc.

Paving the Way by Personal Canvass

"Later comes the big spring and early summer house paint drive which, with the help of the manufacturers, mailing lists, distribution of color cards and personal canvass we have already paved the way for. Besides always carrying a complete line of pure, ready-mixed paints in all sizes, from ¾ pints to 5 gallon cans, we finish those who wish to mix their own with white lead, colors, oils, turpentine, driers, etc. I mention these points t oshow how by carrying a complete line we have been able to keep the trade at home.

Summer Cottage Trade in the Summer

"Our efforts and sales of house paints, however, are by no means confined to the spring, but continue all through the summer and fall. At this time we also devote considerable attention

Continued on page 64

In the article entitled "Keeping Paint Trade at Home" emphasis is laid on the importance of keeping the sale of paint active throughout the twelve months of the year by means of window and store displays, newspaper advertising, etc. In combination with the other factors there is perhaps no more effective medium than the window display, providing it is arranged with a view to appealing in a forceful manner to passers-by. A suggestion is made that the trim be changed to make a seasonable appeal at all times. For instance, at this time of year there is the summer cottage, boat, waggon, carriage and automobile trade in paints, and through the scarcity of painters this trade will likely last well on toward midsummer. Then later there will be school opening, with manual training requirements to be filled, stove pipe enamel, aluminum and gold bronze for radiators, floor varnish and other seasonable lines will then move rapidly. Change the window and store display and the advertising simultaneously to make a special bid for seasonable trade and the results will justify the attention required.

"Save the surface and you save all" *Paint & Varnish*

Moore's House Paints

Surface Saving Qualities That Make Sales and Satisfied Customers For Hardwaremen Everywhere

Dealers everywhere are reaping the profit of a Moore Agency for Paints, Varnishes and Muresco. A line manufactured scientifically correct, reliable and dependable to the last drop. Customers buy it with an absolute guarantee of

Satisfaction

or money cheerfully refunded.

A Moore Agency for Paints, Varnishes and Muresco means bigger and better profit, new customers and repeat orders. We shall be only too pleased to supply any enterprising dealer with Color Cards and details of this splendid agency plan on request.

Ask About Our Agency Proposition

Benjamin Moore & Co.
LIMITED

Paints, Varnishes and Muresco

If interested, tear out this page and keep with letters to be answered.

80th Anniversary of Carpenter-Morton Co.

Employees and Friends Enjoy Outing in Honor of Carpenter-Morton Co.—History of the Company.

CARPENTER-MORTON Co., paints, varnishes, etc., gathered 340 of its employees and friends into one large family at the New Ocean House, Swampscott, Mass., recently to celebrate the eightieth anniversary of that company.

The big event of the day was the banquet, at which George C. Morton, treasurer, presided. He drew a word picture of Boston in 1840, the year the company was founded. In that year Boston had a population of 90,000, three short lines of single track steam railroads. All other places were reached by stage coach or sailing vessels. Boston, as a city, was eighteen years old; the Cunard Steamship Line established the first Atlantic steam traffic service from Boston in that year.

Eleazer F. Pratt founded the Carpenter-Morton Co. at 5 Broad Street, selling white lead, zinc white, linseed oil, turpentine, putty, dry colors, a few kinds of paint brushes and two or thre grades of varnish. Painters had grinding mills in their shops, bought dry colors and ground these. Sales were largely for painting vessels.

In 1843 Mr. Pratt took a partner, George B. Rogers, and the firm became Pratt & Rogers. In 1846, George W. Banker became a partner and the firm name, Pratt, Rogers & Co. Three years later, George O. Carpenter and Mathias Crocker bought Messrs. Pratt & Rogers' interests and the firm became Banker, Crocker & Co. The firm name changed again in 1852 to Bankers & Carpenter, and continued as such until 1868, when it became Carpenter, Woodward & Morton. Back in 1892 the business was incorporated under its present name, Carpenter-Morton Co.

During the eighty years, the business location has changed six times, as follows: 5 Broad Street, 107 State Street, Clinton Street, 101 Milk Street, 151 Milk Street, 77 Sudbury Street, where it is now located. The company's first factory was on State Street; to-day it is in Everett. The company successfully passed through the Civil, Spanish and World wars, and through five hard times periods.

Frederick H. Newton, president; M. Elton Vose, vice-president; James B. Lord and John W. Campbell, directors; A. Irving McLauthlin, William E. Gilman, officers, and Mrs. John D. Norton, director, all addressed those present. Alice Bonney, assistant to sales manager, on behalf of the employees presented the officers of the corporation with silver bowls suitably inscribed

Livening up the Summer Paint Trade

If your town is a centre of trade from tourists, you can perhaps plan some stunts to secure their patronage. Moreover, if tourists enjoy trading at your store, they are very likely to remember it is one of the pleasing things of their trip and comment favorably upon your methods of doing business. "When you get back home, tell the folks to drop in the next time they are in ———," is the printed phrase on an enclosure placed in all merchandise bought by those who are obviously tourists. It is printed by the local hardware man.

The Canadian flag in a store window attracts attention and an Ontario dealer hit upon the idea of exhibiting flags which have played an important part in Canadian history. Each day a new flag in chronological order appeared in his window with a small note giving the facts.

KEEPING PAINT TRADE AT HOME

Continued from page 62

to those who are getting their summer cottages fixed up for the season and porch and marine paints play a prominent part. Waggons and carriages are also being gone over and we divide our windows and advertising among these lines. Straw hat enamel and small items are not forgotten.

School Opening and Fall Trade

"When school opens, manual training demands for wood dyes, fillers, varnishes, etc., are encouraged as are also the requirements of the re-opened home. In the fall, stove pipe enamel, aluminum and gold bronze for radiators, a new coat of varnish on the floor and the general brightening up for the long winters furnish a brisk demand for the dealer who is prepared and whose advertising and reputation has made his name to be naturally associated with paint requirements, and we never fail to take advantage of it.

One-Fifth of Wall Space in Paint Department

"Fully one-fifth of our retail wall space is devoted to our paint department and is kept well stocked. Our brushes we keep in shelves behind a sliding display board 4 ft. x 6 ft., framed in dark oak to match our other store fixtures ,and protected by a plate glass front. Glue, whiting, plaster paris, bulk and package, wall finishes, dry paints, etc., are all kept under the same ledge; thus customers' requirements are filled complete over one counter.

Salesmen in Touch With Contractors

"Sales are made from sample color boards and counter books and seasonable and attractive displays are arranged at the ends of the counter and frequently changed. A salesman who spends all his time among the contractors and builders keeps thoroughly in touch with new work from the time the cellar is dug till the house is painted. I might have left out nearly all of this and let my first answer cover it: 'We have made a success of our paint department by keeping it constantly before the public.' "

RAMSAY'S SHINGLE STAINS

WILL SAVE THE SURFACE

"Save the surface and you save all" — *Paint & Varnish*

"Save the surface and you save all" — *Paint & Varnish*

The Right Shingle Stain to Shingle Stain Right

Now is the time to push this line and boost our Surface Saving Products.

If you haven't a stock—order now and go after the business.

A. Ramsay & Son Company

The All-Canadian Manufacturers of Paints and Varnishes Since 1842

Toronto **MONTREAL** **Vancouver**

Distributors :

EDMONTON DISTRICT—Revillon Wholesale Limited, Edmonton
CALGARY DISTRICT—The McDonald Baker Co., 818 8th Ave. W., Calgary
NOVA SCOTIA—James Simmonds, Limited, Halifax, N.S.

If interested, tear out this page and keep with letters to be answered.

How Hardwaremen Advertise Paints--No. 13, 14

A good type of paint ad. is the one which gives the reader something to think about. Take for example this advertisement by the Watt Hardware Co., Ltd., Innisfail, Alta. Definite information is given as to the amount of space covered by a gallon of the paint handled by them, and the cost for that amount of space for two coats of paint is quoted. Immediately the reader, if he is a prospect, considers the amount of space he would have to cover and what the approximate cost would be. If he decides to carry out the suggestion, the great chance is that the store which made the suggestion will be the one to get the business. This ad. goes further and deals a blow at the mail order competition with which it evidently contends. It points out that widely advertised paints of the mail order variety cover a smaller extent of space and are therefore dearer in the end.

* * *

Making a seasonable appeal that "Now is the time to do painting," the ad. by J. S. Neill & Sons, Ltd., Fredericton, N.B., emphasizes the point that it is not the painting that costs money—it's "not painting" that is expensive. It continues to point out how their line of paint preserves buildings, protects them from ravages of heat and dampness, is good insurance against depreciation, beautifies the building, denotes thrift, pride and good business judgment. These represent a lot of claims for painting, but they are each worthy of mention in good paint advertising, for they carry a strong appeal to the reader.

What It Costs To Paint

RAMSAY'S PAINTS

The Right Paint to Paint Right

Covers 400 square feet per gallon. Two coats at a cost of $6.75. Widely advertised paints of the Mail Order variety cover 350 square feet, two coats. To cost the same as Ramsay's Guaranteed Pure Paint they would have to be purchased for $5.90 laid down in Innisfail, and take a chance on the paint proving satisfactory

MORAL—Buy your Paint at home from

The Watt Hardware Co., Ltd

WE GUARANTEE SATISFACTION

NOW is the Time to do Your PAINTING

It's not the painting that costs money—it's "not painting" that is expensive.

Sherwin Williams Paint

preserves your buildings, protects them from the ravages of heat and dampness. It's good insurance against depreciation —beautifies your place, denotes thrift, pride and good business judgment.

Call and get a color card.

James S. Neill & Sons, Ltd.

FREDERICTON'S BIG HARDWARE STORE

The Luxeberry Painter Says:

"VARNISHES ARE LIKE FOLKS. Some merely give us a fair weather friendship that does not last, while others retain their charms under every strain, and wear through life. I use Berry Brothers' Varnishes, Enamels and Stains because they always make new friends and new business for me."

The uniform dependability of "Berry" products is known to even the smallest consumers. This is why they are so easy to sell.

Partial List of Distributors of Berry Brothers' Products

Hunter-Henderson Paint Co., Ltd., Vancouver, B.C.
Wood, Vallance Hardware Co., Ltd., Nelson, B.C.
Frank A. Gillis Co., Halifax, N.S.
Marks, Clavett, Dobie Co., Ltd., Port Arthur. Ont.
White Ltd., Collingwood, Ont.
Sanderson Pearcy & Co., Toronto, Ont.
A. M. Bell & Co., Ltd., Halifax, N.S.
Lariviere, Inc., Montreal, Que.
L. H. Gaudry & Co., Quebec, P.Q.
Wood, Vallance Ltd., Winnipeg, Man.
Wood, Vallance & Adams Ltd., Calgary, Alta.
Revillon Wholesale Ltd., Edmonton, Alta.
Georgia Turpentine Company, Montreal, Que.
Cote, Boivin & Cie, Chicoutimi, Que.

BERRY BROTHERS INC
Worlds Largest Makers
Varnishes and Paint Specialties
WALKERVILLE, ONT.

QUALITY is our Watchword

From the time the raw material enters our mill **Right Through** until the bars leave our shipping department it is **Handled by Experts.**

LONDON BAR IRON

is a Quality Production.

This shows final inspection before sending the bars out.

LONDON ROLLING MILL CO., LIMITED
London, Canada

NOVA SCOTIA STEEL & COAL CO., Limited
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

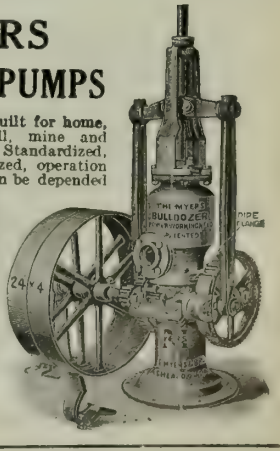
OPEN HEARTH STEEL

MYERS POWER PUMPS

Are designed and built for home, farm, factory, mill, mine and similar services. Standardized, simplified, modernized, operation and power, they can be depended upon for uniform and lasting service. Many styles and sizes meet capacity requirements. Operation any power.

Get our catalog and prices.

F.E. Myers & Bro.
ASHLAND
OHIO



If interested, tear out this page and keep with letters to be answered.

WEEKLY PAINT MARKETS

MONTREAL

MONTREAL, June 30.—Paint circles are interested this week in the declines that have been registered in both linseed oil and turpentine. The lower prices were looked for on linseed oil, and Hardware and Metal's forecast of last week stated that "Before the end of the present week it is probable that linseed oil may have reached a lower figure." It is not probable that, by August, the $2 mark may be reached. The arrival of English oil has served to ease the market considerably.

Turpentine is easier, and is quoted at $3.15 per gallon. It is probable that a base price for single barrels, of $3, may soon be reached, and this depends on transportation. Varnishes are moving actively, putty and white lead in oil are selling seasonably well, and there is a satisfactory expression on all sides regarding the outlook.

Glass prices are higher in Belgium and this has placed a damper on orders to the mills there.

Linseed Oil Lower; Will be Lower Still

Montreal.

LINSEED OIL.—A considerable drop of prices is manifest in linseed oil this week and this is in very definite accord with the advices in Hardware and Metal last week. The situation has improved very largely owing to English oil arriving in this market. Considerable quantities of this oil have come to hand, and the supply is available at considerably lower prices. This has served to lower prices all around. A basis of $2.35 and $2.40 per gallon is being quoted at this writing and before the end of the week a price of $2.25 will be available. For July delivery some are quoting $2.25 per gallon on raw, and one crusher stated to Hardware and Metal this week that he believed a price of $2.00 would be available during August. Thus, the situation is very much improved over what it has been for a great many months.

	Imp. Gal.	
Raw—		
1 to 2 barrels	2 35	2 40
3 to 4 barrels	....	....
Boiled—		
1 to 2 barrels	2 37½	2 42½
3 to 4 barrels	....	....

NOTE—Owing to fluctuations seed markets jobbers, generally, are not quoting.

Turpentine Is Down; May Decline to $3.00

Montreal.

TURPENTINE.—A decline has been recorded this week in the price of turpentine and this change came about sooner than was expected in jobbing circles a week ago. The situation is sympathetic with that of the lower price tendency in the Southern market, and the only thing that prevents prices being considerably lower than they are is a short supply of this commodity on this market. "If this situation continues to improve as it has during the past week or two, we believe that prices may be 50c per gallon less than they are to-day," said a prominen jobber to Hardware and Metal this week. The tendency is downward, and a price of $3 or even less is looked for in the very near future if transportation improves.

	Imp. Gal.	
Turpentine—		
Single barrels	3 15	3 25
Small lots	3 50	3 60
(Packages extra.)		

Putty Sales Fair With Basis Unchanged

Montreal.

PUTTY.—Jobbers report steady sales of putty, and while the basis is unchanged, the difficulties of procuring necessary supplies of whiting from the English markets will doubtless preclude possibility of prices lowering at this time. The following prices are still effective:

PUTTY—	5 ton	1 ton	ton
Bulk, in barrels	6 50	6 75	7 10
Do., ½ barrels	6 65	6 90	7 80
Do., 100 lbs.	7 35	7 60	7 95
Do., 25 lbs.	7 60	7 85	8 20
Do., 12½ lbs.	7 85	8 10	8 45
3 and 5 lb. tins	9 60	9 85	10 30
1 and 3 lb. tins	11 10	11 35	11 70
Do., in 100 lbs. cases	8 35	8 60	8 95

Many Sales Made of White Lead in Oil

Montreal.

WHITE LEAD IN OIL.—A fair demand continues for this commodity and jobbers are sending forward fairly large quantities to different parts of the country. The undertone is steadily unchanged with Government Standard leads selling at $19.50 per 100 pounds, in 5 ton lots; $20.00 per 100 pounds in ton lots, and in smaller quantities, $20.35.

Prepared Paint Trade Has Continued Active

Montreal.

PREPARED PAINTS. — Considering that the mid-summer season has arrived, paint makers are very well satisfied with the volume of business which they are obtaining at this time. No price changes of any kind have been manifest, and the market condition seems to be very favorable.

Higher Belgian Prices Diverts Glass Orders

Montreal.

GLASS.—The feature of the glass situation this week is the higher prices that are being asked by Belgian producers for the product. Supplies of window glass had been coming forward from there rather freely for some weeks, but this advance put into effect very recently has resulted in holding back further orders, diverting business to the United States manufacturers. The situation at the present time is unchanged quotably, and demand is rather light at the moment.

Varnishes Active With Prospects Good

Montreal.

VARNISHES. — The diffiulties presenting themselves these days in manufacture seem to be those of turning out necessary quantities of stock, particularly of the better grades. High-priced gums, stated a Montreal manufacturer to Hardware and Metal this week, are holding firm, but steady in price, and there is plenty of demand for better grade goods, much forward business being already booked. The container situation, while not easier, seems to be reasonably satisfactory with those who buy well ahead.

TORONTO

TORONTO, June 30. — Continued activity is noted for nearly all paint and paint commodities. Putty shipments are beginning to move more freely and the situation has decidedly changed for the better. White lead in oil is still in big demand and some delays are caused owing to some not being able to secure all their requirements on demand. Belgian glass has been arriving in fair quantities, although it is stated that the shortage has as yet not been overcome, and little American glass is coming. Prepared paint is also having a good season and replacement orders are coming forward very freely. Shellac and varnish sales are also favorable, and the warm weather seems to be greatly stimulating sales. Linseed oil has declined 13 cents per gallon is becoming more plentiful, but crushers still have difficulty keeping up with the demand. Turpentine stocks have also been coming forward more freely although there is still considerable room for improvement, the price in some makes having dropped 15

GLIDDEN

EVERYWHERE ON EVERYTHING

All the Best Colors

Glidden Endurance Paint is made in a good practical line of colors. Not too many—not too few—just enough variety to cover your needs.

It's easy to satisfy your customers with Glidden Colors. Each color is a lasting quality color—always in demand. There are no freak colors to remain on your shelves unsold. Glidden Endurance Paint will help make your paint business a profitable one.

Years of experience, through practical use and laboratory tests, have established the absolute reliability of Glidden colors. Glidden users throughout the Dominion know this and their confidence in Glidden products makes it easy to sell them. Write to-day for the Glidden proposition.

THE GLIDDEN COMPANY, LIMITED

Toronto, Ontario

Branches at Montreal and Winnipeg

If interested, tear out this page and keep with letters to be answered.

cents a gallon. Collections are very satisfactory.

Prepared Paint Sales Continue Brisk

Toronto.

PREPARED PAINT.—The very satisfactory business which has been transacted since the early spring is showing little abatement and manufacturers and jobbers are fairly well satisfied with the amount of business coming forward. Replacements are going out very freely and business generally seems to be very keen and active. The present quotations are very firm and no change has been made in the price; manufacturers point out that the last advance in paint was made during a period when oil was considerably lower than at the present time, and that when the oil and turpentine advanced to the higher levels they did not change their price on paints, and they state even considerably lower figures for oil and turpentine would hardly affect the situation. The present quotations are quite firm and are as per current quotation page.

Shellac and Varnish Prices Firm; Unchanged

Toronto.

SHELLAC AND VARNISH.—A very good buying movement is taking place for shellac and varnish of all kinds. This is mainly attributed to the hot weather, and from present indications all in the trade are looking forward to a very brisk period. The present quotations are very firm although little change has been made in the prices which are as per current quotation pages.

$20.35 *Still the Price on White Lead in Oil*

Toronto.

WHITE LEAD IN OIL.—A very heavy demand is being made for white lead in oil, and some report a scarcity, although others state they have fair stocks on hand. Corroders are kept very busy, it is stated, keeping up with the heavy demand, and while it is believed that little business is being lost on account of shortage, that many are often kept waiting for several days before the receipt of their goods. The pure in ton lots is quoted at $20.35 per hundred pounds, while in less than ton lots the quotation is $20.70 per hundred pounds.

Putty Stocks Move More Freely; Price Firm

Toronto.

PUTTY. — Prices remain unhanged although the present quotations are very firm. Supplies seem to be moving more freely and some very good shipments are coming forward. The present quotations are as follows:

Standard Putty—	5 ton	1 ton	Less
Bulk, in barrels	$6 85	$7 10	$7 45
Do., in 100 lb. irons	7 70	7 95	8 30
Do., 25-lb. irons	7 95	8 20	8 55
Do., 12½-lb. irons	8 20	8 45	8 80
Bladder, in barrels	8 60	8 85	9 20

Pure putty, $2.50 cwt. advance.

Ottawa prices are 25c; Hamilton, 35c; Brantford, 40c; London, Windsor, Port Arthur and Fort William, 45c per 100 lbs. over Montreal quo-

Heavier Shipments of Belgian Glass Coming

Toronto.

GLASS.—Some improvement has been shown on shipments of glass, and the famine which has prevailed for some time is gradually being relieved. The shortage, however, is not completely overcome, although future prospects look more bright, it is stated. The single and double diamond continues to sell at a discount of 15 per cent. off the list, while the cut lights are quoted at a discount of 40 per cent. off the list.

Turpentine Prices Decline 15c Per Gal.

Toronto.

TURPENTINE.—A new lower quotation has been made on turpentine, the decline being 15 cents per gallon. The tendency still seems to be for lower prices, although the present quotation is fairly steady. The demand is very satisfactory, although it is believed that some are holding back their orders in hopes that the market will drop to their advantage. The new quotations are as follows:

Turpentine—	Per imp. gal.
1 barrel lots	3 10
2 to 4 barrel lots	3 09
5 gal. lots	3 25

Decline of 13c Per Gal. Made on Linseed Oil

Toronto.

LINSEED OIL.—Lower prices have again been made on linseed oil, and while the new quotation is fairly steady the tendency is for still lower prices. Fair shipments of seed have been coming forward and crushers have been very busy trying to catch up with the heavy demand. The new prices show a decline of 13 cents per gallon and are as follows:

Linseed Oil—	Raw	
1 to 2 barrels, gal.	2 37	2 50
3 to 5 barrels, gal.	2 36	....
10 barrels and over, gal.	2 34	....
	Boiled	
1 to 2 barrels, gal.	2 40	2 53
3 to 5 barrels, gal.	2 39	....
10 barrels and over, gal.	2 37	....

Prices shown are those ruling on Thursday of curent week and subject to daily fluctuation of the market; less than barrel lots are 15c per gal. higher than single barrel price.

Varnish Plant Damaged

MONTREAL.—The Holland Varnish Company, Ltd., suffered damage to one of their warehouses last week. While the firemen were readily on the job, the fire was well under way, and owing to the inflammable nature of the varnishes and gums, it proved a difficult fire to control. Mr. Norman Holland stated to Hardware and Metal that while damage had been done to the extent of $25,000 to $30,000, that the company's loss was fully covered by insurance.

Paint Official Resigns

MONTREAL.—C. F. Kendall, for some time past Paint and Color Works manager for McArthur, Irwin, Ltd., Montreal, has resigned. After a brief holiday, it is Mr. Kendall's intention to enter business on his own account.

Belgian Glass is Much Higher

MONTREAL.—Discussing the glass situation with W. R. Hobbs, Montreal, manager of the Consolidated Plate Glass Company, Limited, Hardware and Metal was informed that the recent advances made by Belgian manufacturers for window glass was having the effect of checking importations from that country. "Importations are likely to increase from the United States," said Mr. Hobbs, "owing to this condition."

"At present the situation is rather quiet as this is an in-between season. A convention is being held in the States of glass manufacturers on July 17 to 19, when the whole matter of price production will likely receive consideration. Should prices be advanced, it may stimulate Belgian trade again.

"The supply of plate glass is a little improved. From now on there may be continued improvement in this respect, and it will give manufacturers a chance to fill in their stocks that have been badly assorted of late," said Mr. Hobbs.

It was further intimated that with the exception of a short period the shipping season for fall would soon start again, and this will likely liquidate any increased stock that may be in the hands of manufacturers within the next few weeks.

Fear Further Labor Trouble in Iron and Steel Industry

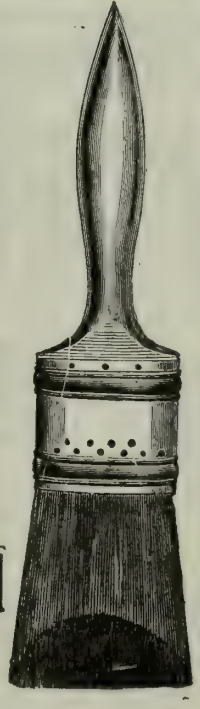
"Prospects of labor disturbances of a serious character have been injected into the iron and steel situation, already grievously handicapped by continuing traffic demoralization," says The Iron Trade Review. "Radical demands presented by the union at the annual conferences of independent sheet, tin plate and bar iron manufacturers with representatives of the Amalgamated Association of Iron, Steel and Tin Workers have resulted in complete disagreements. These demands have not been matters of hours or wages but have dealt with the unionization of mill crafts which in the past have not been parties to these annual agreements. Since these proposals clearly are directed toward the closed shop and the extension of sympathetic strike powers, they have been flatly refused by the employers. Prevailing sheet and tin plate scales expire July 1, and many mills are likely to be closed indefinitely on that date unless the present differences are adjusted. Various manufacturers now are making plans to that end. Iron mill operation may be continued to Aug. 1."

MEAKINS BRUSHES

Satisfactory Salesmakers

The dealer can sell Meakins' Brushes with the utmost confidence that they will give satisfaction to the consumer and to himself. The brush-buying public has learned of the superior quality and finish of Meakins products. They know that they will have no work spoiled by bristles sticking to the surface, the bristles will stay in. Every Meakins Brush is rubber set. The Meakins line means quick sales, more profit, and repeat orders, to the dealer.

Write for complete catalog.



Meakins & Sons, Limited

HAMILTON - - ONT.

Warehouses :

Toronto
Montreal
Vancouver
Winnipeg
London
Pilkington Bros., Calgary, Alta.

If interested, tear out this page and keep with letters to be answered.

CURRENT MARKET QUOTATIONS

These prices are for such quantities as are usually ordered by retail dealers. Large buyers can frequently make purchases at better prices.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless. List
BB Caps ..	.....	.....	$ 7 00
22 Short ...	....	$10 00	10.70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
32/30	.....	.....	70 00
38 S. & W.	.....	.....	54 50
44 G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
25/35	.....	.....	125 00
30/30	.....	.....	144 00
803 Savage.	.....	.....	144.50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	138 00	.....	......

Dominion Ammunition—Discount 30/10%.

AMERICAN AMMUNITION

Winchester and Savage advance 27½% on American list.

Remington Union Metallic list plus 17½%.

Shot, standard, 100 lbs., Toronto, $15.50; Montreal, $18.00; net extras, as follows, subject to cash discounts only: Chilled, $1.50; buck and seal, 80c; No. 28 ball, $1.20 per 100 lbs.; bags less than 25 lbs., ½c per lb.; f.o.b. Montreal, Toronto, Hamilton, London, St. John and Halifax freight equalized.

AXES

Boys' Axes	14 25	15 50
Hunters' Axes	13 00	14 50
Single Bits, doz.....	18 25	20 50
Double Bit	21 75	25 00

On weights heavier than base add to list as follows:

Group 2....	$ .25	Group 3....	$ .50
Group 4....	.75	Group 5....	1.00
Group 6....	1.25	Group 7....	1.75
Group 8....	2.25	Group 9....	2.75
Group 10...	3.25		

Bench—No. 1, doz...........	$17 50
No. 2, doz...........	17 60
No. 3, doz...........	19 80
No. 4, doz...........	21 56
No. 5, doz...........	23 76
No. 6, doz...........	26 40

BABBITT

Prices on babbitt fluctuate with the metal markets and prices are quoted on application. Prices range from 8c to 75c a l

BELTING (Leather)

Discounts apply to Revised List of Feb. 14, 1907.
Extra Quality, 6½%.
Standard Quality, 6½%, 10%.
Side Lace Leather, lb. $2.00.
Cut Lace Leather, lb., $2.40-$3.00.
F.O.B. Montreal, Toronto

BITS, AUGER

Standard List Prices per dozen.

3/16.....	$ 6.00	18/16.....	$12.00
4/16.....	5.00	10/16.....	14.00
5/16.....	5.00	20/16.....	14.00
6/16.....	5.00	21/16.....	16.00
7/16.....	5.00	22/16.....	16.00
8/16.....	5.00	23/16.....	18.00
9/16.....	6.00	24/16.....	18.00
10/16.....	6.00	25/16.....	21.00
11/16.....	7.00	26/16.....	21.00
19/16.....	7.00	27/16.....	24.00
14/16.....	8.25	29/16.....	27.00
15/16.....	9.50	30/16.....	27.00
16/16.....	9.50	31/10.....	30.00
17/16.....	12.00	32/16.....	30.00

Discounts from Standard List prices:

Beaver, 15%.
Gilmour Auger Bits, net.
Gilmour Eye Augers, add 10%.
Irwin Auger Bits, list plus 20%.
Irwin Car Bits, add 10%.

Discounts being revised and jobbers' prices now higher.

F.O.B. Toronto, Montreal, London and Hamilton.

BOARDS, BAKE

	⅜ Rim	¾ Rim
0—16 x 22	$8 90	$12 50
1—18 x 24	10 78	12 80
2—18 x 28	12 10	14 75
3—20 x 30	13 86	17 75

BOARDS, IRONING Dozen

No. 1, Daisy	$38 00
No. 10, Daisy	43 00
No. 33	20 00
No. 35	34 00
No. 36	39 00
Perfection	48 00

BOARDS, SKIRT—

No. 11, doz. $14 00

BOARDS, SLEEVE—

No. 3 dozen $7 00

BOARDS (Wash) Zinc. Doz.

Baby Globe	$2 75
Beaver (brass)	9 00
Canada Glass	9 00
Competition Globe (metal)..	....
Diamond King (glass)......	8 00
Enamel Queen	9 00
Glass Globe	8 00
Improved Globe	6 00
Jubilee	6 65
Neptune	6 00
Newmarket King	6 65
Original Globe	6 75
Pony	2 75
Royal Globe	6 00
Solid Back Globe	6 75
Standard Globe	6 00
Surprise	....
Supreme Zinc	....
Western King (enamel)	9 00

F.O.B. Newmarket.
Subject to acceptance.

BOILERS (Range)

30-gal., standard	15 00
30-gal., extra heavy	$18 00

BOLTS AND NUTS

Discounts apply to standard list.
Carriage Bolts ($1 list), ⅜ in. dia. and smaller, 6 in. and shorter, net list.
Carriage Bolts ($1 list), ⅜ in. dia. and longer lengths, list plus 10%.
Carriage Bolts, ($1 list), 7-16 in. dia. and larger, list plus 10%.
Machine Bolts, ⅜ in. dia. and smaller, 4 in. and shorter, 10%.
Machine Bolts, ⅜ in. dia. and smaller, longer lengths, list plus 10%.
Machine Bolts, 7-16 in. dia. and larger, list plus 10%.
Sleigh Shoe Bolts, all sizes, list plus 10%.
Coach and Lag Screws, 15%.
Square Head Blank Bolts, list plus 10%.
Bolt Ends, list plus 10%.
Plow Bolts, 1, 2, 3, HEADS, net list.
Plow Bolts, others, list plus 20%.
Elevator Bolts, large heaad, list plus 10%.
Elevator Bolts, corrugated heads, 20%.
Fancy Head Bolts, list plus 10%.
Shaft Bolts ($3 list), list plus 10%.
Step Bolts, large head ($3 list), list plus 10%.
Whiffletree Bolts, list plus 10%.
Nuts, 2 in., and smaller, square Blank, add to list $2.25.
Nuts, 2 in. and smaller, square Tapped, add to list $2.75.
Nuts, 2 in. and smaller, hexagon—Blank, add to list $2.50.
Nuts, 2 in. and smaller, hexagon—Tapped, add to list $3.00.
Terms:—Cash in 30 days from date of shipment, less 2%.

BORAX

Lump Crystal Borax, lb..11c-12c
F.O.B. Montreal, London, Toronto.

BRASS Base

Sheets, 24 gauge and heavier, base	$0 40
Rods, base ½ to 1 in., round	0 37
Tubing, seamless, base	0 46

F.O.B. Montreal and Toronto.

BROOMS Doz.

No. 5, 4 strings	$13 50
No. 5, standard	8 90
Little Beauty	10 75
Royal Blue	16 10

Less regular jobbers' discount.

BUTTS Wrought Steel:—

No. 840	add 20%
No. 800	add 25%
No. 838	add 7½%
No. 808	add 10%
No. 804	add 5%
Nos. 802, 842, 844........	add 25%
Uo. 810	add 55%
No. 814	add 60%

F.O.B. Toronto, Montreal London, Hamilton.

CANS

For discount on milk and cream cans, etc., see list under head of wares, etc.

CEMENT

Cement, per bbl., $3.25 in car lots; 80c per bbl., or 20c each is allowed for sacks returned in good condition, freight paid.

CHAIRS Dozen

Step ladder	$36 00
Step ladder stools	20 00

CHOPPERS, FOOD

Universal—Dozen, No. 0, $22.80; No. 1, $28; No. 2, $33.75; No. 3, $44.75.

Russwin—Dozen No. 0, $24.50; No. 1, $30.60; No. 2, $36.75; No. 3, $49.00.

Full case of half dozen.
F.o.b. Montreal, Toronto.

CHURNS

List price hand churns—No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $15; No. 5, $16.

List prices power churns—No. 0 $11; No. 1, $11; No. 2, $12; No. 3, $13; No. 4, $17; No. 5, $20.

Discount of 2½% f.o.b. Toronto, Hamilton, Fergus, London, St. Mary's.

Net list f.o.b. Montreal, Ottawa, Kingston.

CLEANER, WALL PAPER Gross

Satinette	$24 00
Nu-Way	21 00

CLIPPERS, HORSE

New Market, $3.50 per pair.

CLOCKS—ALARM—

Big Ben	$4 00
Good Morning, each........	1 60
Lookout	2 00
Sleepmeter	2 15

CLOTHES BARS AND DRIERS Per Doz

Leather Clothes Dryers	$.....
Clothes Bars, No. 1..........	14 40
No. 2	19 00
No. 3	14 40
No. 4	13 00
No. 5	15 00
No. 6	17 00

CLOTHES HORSE, Etc.

	Folding	Exten.
4 ft.	$13 50	$27 00
5 ft.	17 00	34 00
6 ft.	20 00	40 00

CLOTHES LINES (Galvanized)

No.	1,000 ft.
18—100 ft. lengths	$7 15
18— 50 ft. lengths	7 80
19—100 ft. lengths	6 25
19— 50 ft. lengths	7 00

F.o.b. Montreal, Toronto, London.

COBBLER SETS

Common, per set $0 93

CLOTHES LINE REELS Doz. net

No. 3	$18 00
No. 3½	19 65
No. 4	25 30

COIL CHAIN

	Fireweld Proof	B.B.B.
3-16 in..........	$24 00	$.....
¼ in.	21 30	.....
5-16 in.	18 20	15 75
⅜ in.	12 30	15 50
7-16 in.	11 95	14 85
½ in.	11 55	14 45
⅝ in.	11 45	13 65
¾ in.	11 25	13 40
⅞ in.	10 80	13 00
1 in.	10 40	12 60

F.o.b. Montreal and Toronto.

	Electric Welded Proof	B.B.B.
⅛ in.	$21 00	$.....
3-16 in.	18 35	22 75
¼ in.	16 80	19 50
5-16 in.	14 25	15 70
⅜ in.	11 75	.....
7-16 in.	11 45	.....
½ in.	11 00	.....
⅝ in.	10 90	.....
¾ in.	10 65	.....

F.o.b. Montreal, Toronto.

Cow ties, plus 25%; trace chains, list, plus 25%; dog chains, add 10%; halter chains, add 10%; tie-out chains, 20%; stall fixtures, No. 1, or heavy, $2.25 doz.; stamped, No. 8 or Dominion, $2.00 doz. net; breast chains, No. 220, ... dozen pairs. F.o.b. Montreal, Toronto, Hamilton, London.

COMBS—CURRY— Doz.

No. 111	$1 85
No. 121	1 96
No. 127	2 80

CATTLE

96	$2 15
100	3 00

F.O.B. Montreal, Toronto, Hamilton, London.

COPPER

	Mont. Base	Toronto Base
Casting ingot, see weekly report.		
Rods, ½ to 2 in....	0 42	0 42
Soft sheets, plain, 16 oz. and heavier, lb.	0 44	0 44
Plain Tinned, 16 oz. and heavier, lb.....	0 45	....
Polished and Tinned, 16 oz. and heavier, lb.	0 50	....
Tubing, lb.	0 46	0 48

Above prices are full sheets and bars. Cut sheets and bars are 5c per lb. higher.

COPPERS, SOLDERING

Base, 3 to 8 lbs., 62½, f.o.b. Toronto and Hamilton.

CORD (SASH)

No. 6, lb.	$1 10
No. 7, lb.	1 09
Nos. 8, 9, 10, 12..........	1 08

F.O.B. Montreal, Toronto, Hamilton, London.

CROWBARS, $10.25 per 100 lbs.

DOORS SCREEN

Kasement, No. 2, oak stain, varnished:
2 ft. 8 in., doz. ....
2 ft. 10 in., doz. ....
3 ft. x 7, doz. ....
Prices withdrawn

DRILLS

Standard Lists.
Blacksmiths', ½ in. x 2½ in. shank
List each.

⅛.........	$0.45	19/32......	$1.20
5/32.......	.45	⅝.........	1.30
3/16.......	.50	21/32......	1.40
7/32.......	.55	11/16......	1.50
¼.........	.60	23/32......	1.60
9/32.......	.65	¾.........	1.70
5/16.......	.70	25/32......	1.80
11/32......	.75	13/16......	1.90
⅜.........	.80	27/32......	2.00
13/32......	.85	⅞.........	2.10

Brantford Asphalt Slates in big demand

The hardware dealer can meet every roofing requirement with this line of nationally advertised, first quality roofing.

Brantford Roofing Co., Limited

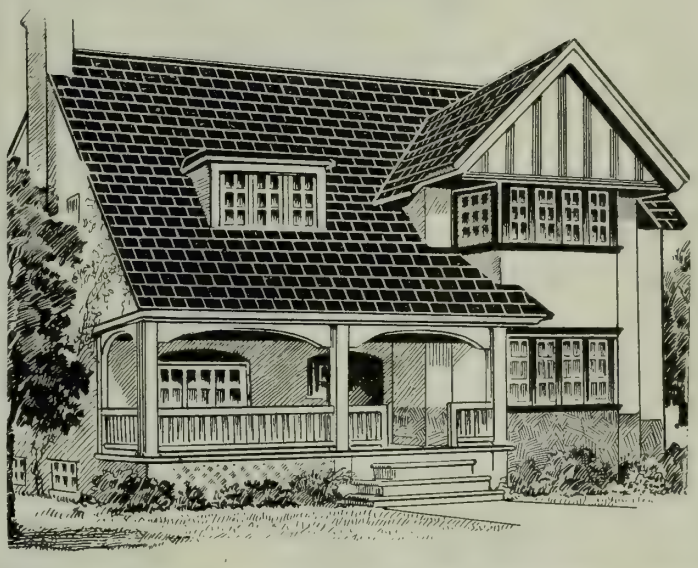
Head Office and Factory: BRANTFORD, Canada

Branches at: TORONTO, MONTREAL, HALIFAX, WINNIPEG

The output of Brantford Asphalt Slates in 1918 was double 1917—1919 double 1918. This indicates that there is a big, growing market for this artistic, durable, fire-resistant roofing.

Progressive hardware dealers who push the sale of Brantford Asphalt Slates will find it a very profitable line. In fact, there are good profits to be made in the entire line of Brantford Roofing—

Asphalt, Rubber, Crystal, Leatheroid and Standard Mohawk in rolls—Asphalt Slates in individual size shingles, and the Asphalt Slab Slate, which is four shingles in one—and Climax Sheathing Paper, a big seller.



Practise Thrift and Lessen Fire Hazard

By the use of our

Hand Oil Pump

It will eliminate the drips from your oil barrel.

HAMILTON MOTOR WORKS, LIMITED

HAMILTON CANADA

Every Workman a Prospect

WITH a hard day's work either ahead of or behind him, he does not like walking or waiting around for a crowded street car.

In this direction alone there is good business awaiting the progressive dealer who handles these widely advertised quality bicycles which have gained an enviable reputation.

C·C·M·Bicycles

MASSEY—CLEVELAND—COLUMBIA—RED BIRD
PERFECT—GENDRON—IVANHOE

90% Made in Canada—100% Value

Canada Cycle & Motor Co., Limited

Montreal, Toronto, WESTON, ONT., Winnipeg, Vancouver

DRILLS—Continued

7/16	.90	29/32	2.20
15/32	.95	15/16	2.30
½	1.00	31/32	2.40
17/32	1.05	1	2.80
9/16	1.10		

Intermediate sizes take list of next larger.

Bit Stock, list per dozen—

3/32	$2 70	⅜	$ 8 50
⅛	3 00	7/16	10 50
5/32	3 50	½	18 00
3/16	4 00	9/16	15 50
7/32	4 50	⅝	18 00
¼	5 00	11/16	21 00
9/32	6 00	¾	24 00
5/16	7 00	⅞	30 00

Bit Stock Drills 42½%
Blacksmiths', ½-in. shank.. 27½%
Straight Shank 27½%
Straight Shank, wire...... 27½%
Taper Shank 27½%

DUSTERS, HAND
O-Cedar $9 00
Discount 30%.

EMERY CLOTH
See under Sandpaper.

ENAMELWARE
See prices under heading Wares.

FILES AND RASPS
Discounts below apply to list of Nov. 1, 1899.

Great Western, Amer........ 50
Nov. 1, 1899. %
Kearney Foot, Arcade.... 50
J. Barton Smith, Eagle..... 50
P. H. and Imperial 50
Disston Brand 40
Globe 50
Nicholson 27½
Black Diamond 27½
Delta Files 20
Firth Files 50
F.o.b. Toronto, Montreal, London and Hamilton.

FITTINGS
Cast iron fittings, net list; Malleable bushings, 10%; cast bushings, 10%; unions, 30%; flanged unions, add 7½%; pound goods, add 37½%; plugs, 7½% off list; couplings, 4 in. and under. 30%; 4½ and larger, 10%.

Class—	Black	Galv.
A	0 70	0 80
B	0 28	0 39
C	0 18	0 28

Toronto and Montreal.

NIPPLES, WROUGHT

	Toronto	Mont.
4- in. and under	60%	..
4½-in. and larger	50%	....

4- in. and under, running thread, 30%

Terms, 2% 30 days. Approved credit, Ontario, Quebec and Maritime Provinces.

GRINDSTONES Per 100 lbs.
Over 40 lbs. and 2 in. thick..$3 50
Under 40 lbs. 4 25
Ri-Treadle, each 7 00
Cycle BB 9 40

GRIND STONE FIXTURES
Doz.
No. 22 .... $ 9.00
No. 33 .... 10 70
No. 2½ 11 15
No. 3 .... 11 70
F.o.b. Toronto.

HALTERS, LEATHER Doz.
Russet, rope tie, 1 in. 13 80
Black, rope tie, 1 in. 14 00
Black, rope tie, 1¼ in. 16 80
No tie, 1 in. 21 60
No tie, 1¼ in. 24 60

HALTERS, ROPE Doz.
Sisal, 7-16 in. $24 75
Do., 9-16 in. 37 50
Jute, 7-16 in. 24 75
Do., 9-16 in. 37 50

HAMMERS, SLEDGE
Can, 5 lbs. and over, cwt..$19 25
Under 5 lbs. 24 00
Masons, 5 lbs. and over, per cwt. 22 00
Masons, 5 lbs. and under... 27 00
Napping, up to 2 lbs. ....
F.o.b. Montreal, Toronto, Hamilton, London.

HANDLES (WOOD)
All hickory handles, list, plus 35%. All fork, hoe, rake, shovel and maul D handles, plus 35%. All other handles plus 20%. All doubletrees, 2½ x 4½ x 4 ft. and under, plus 10%. All whiffletrees 3 in. x 36 in. and under, plus 10%. All neckyokes 3 in. x 42 in. and under, plus 10%. All other neckyokes, whiffletrees and double-trees, list plus 10%. Wood hay rakes, horse pokes, list plus 10%. Pike poles, ash or maple, plus 30%.
Terms, all goods f.o.b. factories, 2% 10 days, net 30 days.
O-Cedar Mop Handles, less 30%.

HANGERS, BARN AND PARLOR
List
Atlas, No. 0 .... $13 35
Atlas, No. 1 .... 13 80
Atlas, No. 2 .... 15 85
Stearns, 4 in. 9 80
Stearns, 5 in. 13 25
Perfect, No. 1 .... 10 50
Canada 13 25
Hatch 13 25
National 15 00
America 18 00
Great West 30 00
Storm King Hangers....... 19 50
ers, doz. 14 00
Steel track, 1¼ in. ....

HEATERS, ELECTRIC
Glower Heater 9 00
Heatray Heater 11 00
Discount 25%.
Majestic, 1 Burner $10 00
Majestic, 2 Burner 15 00
Discount 27½%.
Universal 13 80
Discount 20 and 5%.
F.o.b. Toronto.

HINGES, TEE AND STRAP

Heavy in Bulk.	Strap Doz. pairs.	Tee
4-inch	$3 00	$2 55
5-inch	3 70	3 20
6-inch	4 00	3 60
8-inch	5 40	4 10
10-inch	9 60	7 30
12-inch	11 90	11 60
14-inch	13 60	11 80

DISCOUNT 25%.

Light. Net Prices		
3-inch	$ 1 08	$1 08
4-inch	1 30	1 19
5-inch	1 51	1 40
6-inch	1 84	1 62
8-inch	2 70	1 94
10-inch	3 78	....

Screw Hook and Strap Hinges—List prices, per dozen pairs—6 in., $4.30; 8-in., $4.80; 10-in., $6.40; 12-in., $7; 15-in., $7.50; 18-in., $11; 21-in., $12.40; 24-in., $16; 27-in., $17.20; 30-in., $18.50; 33-in., $21.50; 36-in., $24.50.
Discount, 5%.
F.o.b. Toronto, London, Hamilton and Montreal.

HOES, Grub $10 00 10 50

HOOKS, GRASS

	Canadian	English Fox
No. 2, per doz.	$4 90	$6 75
No. 3, per doz.	5 00	7 00
No. 4, per doz.	5 10	7 80
Little Giant	7 25	....
Barden Patent	7 25	....

F.o.b. Montreal, Toronto.

HORSESHOES Price per keg

Patterns	Sizes made	No. 2 and larger Less 20c.	No. 1 and smaller
Light iron	0-7	$7 75	$8 00
Long heel light iron	3-7	7 75	....
Medium iron	1-8	7 75	8 00
Heavy iron	6-8	7 75	.....
Snow	1-6	8 00	8 25
New-light "XL" steel	1-6	8 20	8 45
Featherweight "XL" steel	0-4	9 60	....
Special-countersunk	0-4	10 10	....
Toe-weight (front only)	1-4	10 60	....

Packing—Up to 3 sizes in one keg, 10c per 100 lbs. extra. More than 3 sizes, 25c per 100 lbs. extra.
F.o.b. Montreal and Belleville.
Terms—Cash in thirty days, less 2% discount

TOE CAULKS
Nos. 0, 1, 2 and larger, sharp and blunt, 2$.50 to $3.00 box.

HOSE, LAWN Toronto
Corrugated, ½ in., 100 ft....$23 00
Corrugated, ⅝ in., 100 ft.... 26 00
Corrugated, ¾ in. 29 00
Less 5% for full reels, 500 ft.
F.o.b. Toronto and London.

HAT AND COAT HOOKS
Coppered wire, 3 in., $1.35 gross.
F.o.b. Montreal, Toronto, Hamilton, London.

IRON AND STEEL
See weekly report.

IRON, TINNED
Lion and Crown Brand, Toronto, in 22 gauge, 24 gauge and 26 gauge.
36 x 96 .... 25c per lb.
30 x 96 .... 25c per lb.
Less than case, 50c per 100 lbs. extra. F.o.b. Toronto.
Stocks scarce, these prices nominal.

IRONS, (SAD)
Mrs. Potts, No. 55, polished, per set $2 20
Mrs. Potts, No. 50, nickel-plated, set 2 30
Mrs. Potts, handles, japanned, doz. 2 10
Common, plain, 3, 4 and 5 lbs. 15.60
Common, plated, 4-5 lbs. 17.50
Common plated, 6 lbs. and up .....
Plain, 6 lbs. up 12.40
F.o.b. Montreal, Toronto, London, Hamilton.

KNIVES, HAY
Spear Point $16 50
Lightning 15 00
Heath's 15 00

LADDERS, Etc.

Step Ladders Per ft.
Standard 0 40
Household 0 30
Faultless, 4 to 8 ft. only.... 0 40
Shelf Lock, 4 to 8 ft. only.. 0 30

Single and Fruit Picking
10 ft. to 16 ft. 0 28
18 ft. to 20 ft. 0 29
F.o.b. Toronto, Hamilton, London.

Roped and Straight Extension Ladders Per ft.

20 to 32 ft.	$0 30	$0 30
36 to 40 ft.	0 32	0 33
44 ft.	0 34	0 36
Over 44 ft.	0 58	0 43
Special quality, 20 to 40 ft.		0 40
Three section extension		0 40

F.o.b. Toronto, London, Montreal, Stratford.
Fire ladders up to 32 feet are twice the price of ordinary extensions. Over 32 ft. are supplied with supporting legs at three times the price.

LANTERNS Per doz.
Short Globe, plain $12 50
Do., Japd. 13 25
Long Globe, plain 12 50
Do., Japd. 13 25
Dash, plain 15 50
Do., Japd. 16 25
Do., Search (r'nd reflec.) 17 00
Little Bobs 2 10-4 20
F.o.b. Toronto, Hamilton, London, Montreal.

LANTERN GLOBES Dozen
Cold blast, short 1 20
Cold blast 1 00 1 10
3 doz. cases, $1.10 doz.; 6 doz. cases, $1.10 doz.
Cold blast, genuine ruby 5 50
F.o.b. Toronto, London, Hamilton and Montreal.

LATCHES Per doz.
Steel Thumb, No. 2 .... $2 25
Steel Thumb, No. 3 .... 3 00
Steel Thumb, No. 4......... 4 75
Barn Door, No. 5 .... 2 75
Barn Door, No. 9 .... 5 10
F.o.b. Montreal, Toronto, London.

LEAD
For pig lead and lead and zinc products see weekly report.

MACHINES (WASHING)
List each
Canadian $12 50
Dowswell 12 50
Noiseless 16 25
Hamilton 13 50
Peerless 13 00
Snowball 18 75
Momentum 20 25
New Century, style A...... 18 00
New Century, style B...... 20 00
New Century Electric...... 155 00
Playtime, engine drive 26 00
Ideal Power 27 00
Seafom, electric, style A .. 120 00
Seafoam, engine drive 55 00
Sunshine 10 25
Popular, No. 2 .... 12 50
Economic ....
Popular, No. 1 .... 13 00
Champion 20 25
Blue Bell, without stand .. 18 00
Red Star 21 50
Time Saver, electric 114 00

List, each
Puritan Water Motor Washer, complete 30 00
Hydro, 1 Tub, engine drive 57 00
Do., do., electric 118 80
Rotary water motor washer 29 00
Connor ball-bearing, with rack 21 00
Perfection, engine drive 65 00
Perfection, electric 124 00
Beaver 26 00
Beaver, power 27 00
Connor Vacuum 26 00
Patriot 23 00
Jubilee 11 25
Canada First 23 00
Less 20%.
Freight equalized with Montreal, Ottawa, Toronto, Hamilton, Kingston, London and St. Mary's on shipments of quarter dozen and upwards.

MALLETS Per doz.
Tinsmiths, 2½ x 5½ in.......$2.40
Carpenters', No. 3 .... 5.80
F.o.b. Montreal, Toronto, Hamilton.

MATTOCKS
Cutter, doz. $14 25
Pick, doz. 14 25
F.o.b. Montreal, Toronto, London, Hamilton.

MIXERS, BREAD
Canuck—
No. 4, dozen $36 24
No. 8, dozen 40 92
Universal—
No. 4, dozen $40 75
No. 8, dozen 49 75

MOPS Doz. Net
Liquid Veneer $14 00
O-Cedar, less handle 12 60
Do., with handle 14 70
S. W. Mops, complete....... 6 00
Mop Sticks, No. 8 .... 2 00
Cast Head Mop 2 00
Crescent, No. 10 .... 2 85 3 35
Crank wringing 8 25- 9 00
F.o.b. Montreal, Toronto, Hamilton, London.

MOWERS, LAWN
Adanac 35%
Woodyatt 25%
Empress 25%
Mayflower 25%
Star, Ontario, Daisy 25%
Each, Net
Brockville K ....Plus 10%
Brockville C .... Net
Brockville BB .... Net
F.o.b. Toronto, Guelph. London, Hamilton, Brockville.

NAILS
List adopted July 10, 1912.
Advance over base on common wire nails in kegs.

		2¾ inch	15c
1 inch	$1	3 inch	10c
1⅛ inch	1	3¼ inch	10c
1¼ inch	65c	3½ inch	10c
1½ inch	40c	4 inch	5c
1¾ inch	40c	4½ inch	5c
2 inch	30c	5-inch base.	
2¼ inch	30c	5½-inch base.	
2½ inch	15c	6-inch base.	

6½ to 12-inch-2 Ga. and heavier, 25c over base.
Standard Steel Wire Nails, f.o.b. London; Hamilton, Milton, $6.00 base; Toronto, $6.10.
F.o.b. Montreal, $5.85 base.
Freight equalized on above points.
Windsor, Walkerville, Sandwich, f.o.b. factory prices, carload freight allowed, ...
Sault Ste. Marie, Port Arthur, Fort William, ... base, f.o.b. factory; no freight allowance.
Moulding, Flooring, Slating, Box, Fence, Barrel Nails, 25c per 100 lbs. over common nail prices. Finishing Nails, 50c per 100 lbs. advance over common nail price. Clinch Nails and Sash Pins, 75c per 100 lbs. over common nail price.
Miscellaneous wire nails, 50% off miscellaneous list, f.o.b. Toronto, Montreal, Hamilton and London.

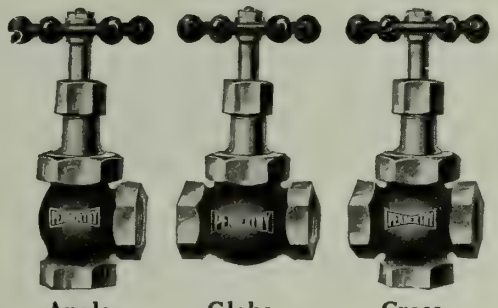
NAILS, CUT
Montreal, $6.35; London, $7.60 base; Toronto, $7.00.
Roofing Nails — American, large head, keg, $10.75; 25-lb. boxes, per 100 lbs., $11.75.
F.o.b. Montreal, Toronto, Hamilton.

TRADE

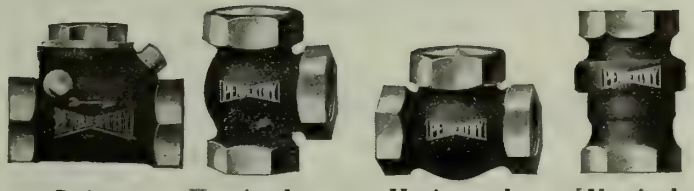
PENBERTHY

MARK.

BE SURE THIS NAME
is on the Valve you buy



Angle Globe Cross



Swing Angle Horizontal Vertical

WE MAKE BOTH TYPES, VIZ:

COMPODISK	REGRINDING
(With the Composition Disc)	(With the Metal Disc)
Government Approved for 175 lbs. Steam Pressure	Government Approved for 200 lbs. Steam Pressure

The Outside Bonnet Construction

is found in all Penberthy Valves and is the first radical improvement made in valve construction in generations past. The highest grade valve on the market.

Used by the leading engineers.

Manufactured by

PENBERTHY INJECTOR CO., LIMITED
WINDSOR CANADA

NAILS (HORSE)

Size	C Brand
Capewell—	Per 25-lb.box
No. 5	$6 50
No. 6	6 25
No. 7	6 00
No. 8	5 75
Nos. 9 to 12	5 50

Discount, 10%

"M.R.M." BRAND

No.	Net Price List Lengths	Per box of 25 lbs
3	5⅝"	$20 00
4	1¾"	10 00
5	1 15-16"	5 00
6	2⅛"	4 75
7	2 16-16"	4 50
8	2½"	4 50
9	2 11-16"	4 25
10	2⅞"	4 25
11	3 1-16"	4 25
12	3¼"	4 25

F.o.b. London, Hamilton, Montreal, Toronto.

NETTING, POULTRY

List prices per roll of 60 lineal yards. Adopted March, 1900.

2-inch mesh and 19 ga. wire.

12 inch...	$1 80	48 inch...	$ 6 20
18 inch...	2 65	60 inch...	7 70
24 inch...	3 40	72 inch...	9 20
30 inch...	4 00	84 inch...	10 50
36 inch...	4 75	96 inch...	12 00
42 inch...	5 50		

1½ inch mesh and 19 ga. wire.

12 inch...	$3 50	42 inch...	$10 50
18 inch....	5 00	48 inch...	12 00
24 inch...	6 30	60 inch...	15 00
30 inch...	7 75	72 inch...	18 00
36 inch...	9 90		

1 inch mesh and 20 ga. wire.

12 inch...	$4 00	42 inch...	$12 00
18 inch...	5 50	48 inch...	14 00
24 inch...	7 00	60 inch...	17 00
30 inch...	8 50	72 inch...	20 00

¾ inch mesh and 20 ga. wire.

24 inch..	$10 50	36 inch...	$15 00
30 inch..	12 75		

½ inch mesh and 22 ga. wire.

24 inch..	$16 50	36 inch...	$24 00
30 inch..	20 00		

Discounts at present quoted apply only to 1 and 2 inch mesh setting. Other prices have been withdrawn and are quoted only on application.

Toronto, London, Montreal, Canadian netting, 2-in. mesh, net; 1-in. mesh, add 5%.

American netting, 1-in. mesh, add 5%.

Invincible—	Per rod
1848	$1 05
2060	1 18

Put up in 10, 20 and 30-rod rolls. F.o.b. Montreal.

Blue Ribbon—	
24-inch, per roll	5 50
36-inch, per roll	7 15
48-inch, per roll	8 35
60-inch, per roll	9 85
72-inch, per roll	11 25

Put up in 10 rod rolls.

NIPPLES

See Fittings.

OAKUM—

Best (American)	.....
U.S. Navy (spun)	22 00
U.S. Navy (unspun)	20 80
Plumbers' (spun)	10 00

F.o.b. Montreal, Toronto.

OILS

	Toronto
Royalite, gal.	0 27½
Palacine, gal.	0 30½
Gasoline, net, gal.	0 38

Above prices net.

	Gallon
Black oil (summer)	0 27½
Black oil (winter)	0 28
Imperial Kerosene tractor	1 35
Capital, cylinder	0 88½
Machine oil, regular grades	0 54½
Imperial gas engine oil...	0 59
Paraffine	0 38

List, less 15% on above.

Polarine Oil, list	1 35
Polarine Oil, heavy, list..	1 35
Polarine A, list	1 35
Gargoyle Mobiloil E and Arctic	1 45
Gargoyle Mobiloil, B	1 85
Gargoyle Mobiloil BB	1 80
Gargoyle Mobiloil A	1 60

List, less 25% on above.

Fuel oil, bbls., net	0 20
Fuel oil, tank cars, net....	0 18

Prices shown are barrel basis unless otherwise specified. Barrels charged extra.

OLD MATERIALS

See weekly report.

PACKING	Per lb.
Fine jute	$0 22
Coarse jute	0 16
Hemp	0 36
Square braided hemp	0 38
No. 1 Italian	0 44
No. 2 Italian	0 36

F.o.b. Toronto, Montreal.

PAILS, WOOD	Doz.
2 Hoop	$5 00
3 Hoop	5 35
Stable	8 41

PAPER Per 400-ft. roll

	Montreal	Toronto
Dry Fibre, No. 1, Anchor....	$1 50	
Dry Fibre, No. 2, Anchor....	1 05	
Tarred Fibre, Anchor, No. 1.	1 60	
Tarred Fibre, Anchor, No. 2.	1 22	
Rosin Sized Sheeting, blue.	1 20	
Surprise Fibre	1 10	
"Stag" Sheathing	1 10	
Tarred felt, per cwt.— 7, 10 and 16-oz.	5 70	
Cyclone (dry)	1 50	
Cyclone (tarred)	1 60	
Joliette (sheathing)	1 05	
Joliette (tarred)	1 22	
Monarch Sheathing (per 100 lbs.), white	6 50	....
Do., gray	5 50	....
Asbestos sheeting (per 100 lbs.)	0 12	13½
Carpet Felt, 16, 20, 24 oz., 100 lbs.	9 00	
Straw, sheathing, heavy, dry, cwt.	5 45	
Do. tarred, per cwt.	5 60	

F.o.b. Toronto and Montreal.

PASTE

Stick-Fast

In barrels, 250 lbs., lb.	0 14
Barrels of 5 lbs., cotton bags, lb.	0 15
In kegs. 125 lbs., lb.	0 16
In 50-lb. boxes, lb.	0 18
In 25-lb. boxes, lb.	0 19

PICKS

Clay—	Montreal	Toronto
5 to 6 lbs., doz....	11 50	11 90
6 to 7 lbs., doz....	12 50	13 00
Rock—		
7 lbs.	13 50	13 50
8 lbs.	13 50	13 75

F.o.b. Montreal and Toronto.

PINS, CLOTHES	Per case
5 gross, 4-in. (loose)	2 00
4 gross (cartons). 4-in.	2 00
Spring, 2 grs. box	1 75

F.o.b. Montreal and Toronto.

PIPE, WROUGHT

Price List No. 44—April 8, 1920

Standard Buttweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
⅛ in..	$ 6 50	$ 8 50	$	$ ....
¼ in..	5 13	7 26	5 43	7 56
⅜ in..	5 13	7 26	5 43	7 56
½ in..	6 84	8 42	7 27	8 84
¾ in..	8 45	10 58	9 03	11 16
1 in..	12 50	15 64	13 35	16 49
1¼ in..	16 91	21 16	18 06	22 31
1½ in..	20 21	25 30	21 59	26 68
2 in..	27 20	34 04	29 05	35 89
2½ in..	43 00	53 82	.....	.....
3 in..	56 23	70 38	.....	.....
3½ in..	71 30	88 32	.....	.....
4 in..	84 48	104 64	.....	.....

Standard Lapweld

Per 100 feet.

	Steel Blk	Steel Gal.	Gen. Wrot. Iron Blk.	Gen. Wrot. Iron Gal.
2 in..	$30 90	$37 74	$34 60	$41 44
2½ in..	45 34	56 16	51 19	62 01
3 in..	59 29	73 44	66 94	81 09
3½ in..	73 14	90 16	82 34	99 36
4 in..	86 66	106 82	97 56	117 72
4½ in..	0 98	1 23	1 24	1 49
5 in..	1 15	1 44	1 44	1 73
6 in..	1 49	1 86	1 87	2 25
7 in..	1 94	2 43	2 42	2 90
8L in..	2 04	2 55	2 54	3 05
8 in..	2 35	2 94	2 92	3 51
9 in..	2 81	3 52	3 50	4 21
10L in..	2 61	3 26	3 25	3 90
10 in..	3 36	4 20	4 18	5 03

Terms. 2% 30 days, approved credit.

Freight equalized on Chatham, Guelph, Hamilton, London, Montreal, Toronto, Welland.

PIPE (Conductor)

Plain	List
2 in., in 10-ft. lengths, list.	$ 8 00
3 in., in 10-ft. lengths, list.	9 70
4 in., in 10-ft. lengths, list.	12 80
5 in., in 10-ft. lengths, list.	17 50
6 in., in 10-ft. lengths, list.	21 30

Add 15% to list.

F.o.b. Toronto, Ottawa, Oshawa.

PIPE, LEAD

See weekly report.

PIPE (SOIL)

Medium and extra heavy soil pipe, 4 in.	Net
Medium and extra heavy pipe, 2, 3, 5 and 6	Plus 10%
Medium and extra heavy fittings, 2 to 6 inch	20%
8 inch pipe and fittings...	Plus 20%

F.o.b. Toronto, Montreal.

PIPE (STOVE)

See prices under Wares, etc.

PITCH

Pine, black, per bbl.	$13 25
Navy pitch, per bbl.	6 50
Coal tar pitch, per cwt.	1 20

F.o.b. M ntreal, Toronto.

PLANTERS, CORN

King of Field, doz.	$13 20
Triumph, doz.	11 00

PLATES, CANADA

Prices nominal,	**Montreal.**	**Toronto**
Ordinary, 52 sheets..	$9 25	....
Do., 60 sheets	9 85	....

PLATES, COKE, TIN

	Tor.	Mont Per box
IC, 20x28 112 sheets.	....	27 00
IX, 20x28 112 sheets.	....	30 00
IXX, 20x28 112 sheets.	....	33 00
IXXX, 20x28 56 sheets.	....	18 00

"DOMINION CROWN BEST"— DOUBLE COATED TISSUE

	Nominal
IC, 14x20 base	$15 00
IX, 14x20 base	17 00
IXX, 14x20 base	19 00

F.O.B. Montreal.

PLATES, TERNE

IC, 20x28, 112 sheets	$24 00

F.O.B. Toronto or Montreal.

POLISH (O-Cedar)	Doz. Net
4-oz. bottles	2 10
12-oz. bottles	4 20
1-qt. can	10 50
½-gal. cans	16 80
1-gal. cans	25 20

Net.

Liquid Veneer—	Doz. Net
4-oz.	$2 40
12-oz.	4 80
32-oz.	10 00
64-oz., each	1 84
128-oz., each	2 34

PUMPS

	Pitcher Spout	Closed Spout
No. 1	$3 25	$3 55
No. 2	3 80	4 10
No. 3	4 20	4 45
No. 4	5 00	5 40

No.	Each
70	$6 75
80	6 75

F.o.b. Montreal, Toronto, Hamilton, London.

RIVETS AND BURRS

Iron rivets, 7-16 inch and smaller. blacked and tinned, 32½%; Iron burrs, 32½%.

Copper rivets, usual proportion of burrs, add 20%; burrs, add 60%.

Extras on Copper Rivets, ½-lb. pkgs., 1c per lb.; ¼-lb. pkgs., 2c lbs. Coppered Rivets, net extras, 3c per lb.

F.o.b. Montreal, Toronto. London.

ROOFING Per square

	Toronto
Samson, 1-ply, roll	$2 80
Samson, 2-ply, roll	3 25
Samson, 3-ply, roll	3 80

	Mont.	Toronto
Everlastic, 1 ply	$2 25	$2 25
Everlastic, 2 ply	2 75	2 75
Everlastic, 3 ply	3 20	3 20
Panamoid, 1 ply	2 15	2 10
Panamoid, 2 ply	2 60	2 55
Panamoid, 3 ply	3 05	2 95
Red Star, 2 ply	2 13	2 18
Red Star, 3 ply	2 55	2 60
Liquid roofing coating, per gal., in bbls...	0 60	0 60
5 and 10 gal. lots, gal.	0 75	0 75
1 gal. cans, gal., doz.	10 20	10 20
Coal Tar (refined), bbl.	9 25	9 25
Coal Tar (crude) ...	8 00	8 00

F.o.b. Toronto and Montreal.

ROPE

Pure Manila basis	35½
Beaver Manila basis	28
New Zealand hemp basis ...	28
Sisal basis	22½

Above quotations are basis prices, ¾ in. and larger diameter. The following advances over basis are made for smaller sizes:—⅝ in., ½c; 9-16 to 7-16 in. inclusive, 1c; ⅜ in., 1½c; ¼ and 5-16 in., 2c; 3-16 in., 2½c extra.

Single lath yarn basis	22½
Double lath yarn	23
Yacht marline, tarred	57
Halyards	50
Hemp, deep sea line basis ..	50
Hemp, tarred ratline basis ..	43
Hemp, tarred bolt rope basis	45
Marline and Houseline	45

NOTE.—Extra charge for shorter lengths than half coils, 2c per lb. additional instead of 1c per lb. as formerly.

Italian rope basis on application.

Cotton, ⅛ in.	0 98
Do., 5-32 in.	0 97
Do., 3-16 in.	0 94
Do., ¼ in. and up	0 92½

F.o.b. Toronto, Montreal, London, Brantford, Hamilton.

TAPES, MEASURING (LUFKIN)—

	Each
263—50 ft. Challenge, Steel.	$5 25
103—50 ft. Reliable Jr., Steel	5 35
243—50 ft. Rival, Steel	4 67
1243—50 ft., Rival Jr., Steel	4 35
603—50 ft., Metallic	3 75
604—66 ft.	4 35
403—50 ft., Linen	2 85

	Dozen
713—50 ft., Ass Skin	8 40
714—66 ft., Ass Skin	10 20
143—3 ft., Steel Pocket	8 30
145—5 ft., Steel Pocket	11 20
175—5 ft., Linen Pocket....	7 30
165—5 ft., Cotton Pocket....	1 65

F.o.b Montreal, Toronto, London.

SANDPAPER

B. & A. sandpaper, ... off list. list.

Star sandpaper, ... off list.

B. & A. emery cloth, ... on list.

F.o.b. Montreal and Toronto.

SCALES

Champion—	Scale List	Stamping extra
4 lb.	$ 6 50	$0 40
10 lb.	8 75	0 45
240 lb.	13 75	0 75
Discount 5%.		
600 lb.	40 00	1 00
1200 lb.	48 50	1 50
2000 lb.	65 00	1 50
2000 lb. Drop lever.	74 00	1 50
Discount 10/5%.		

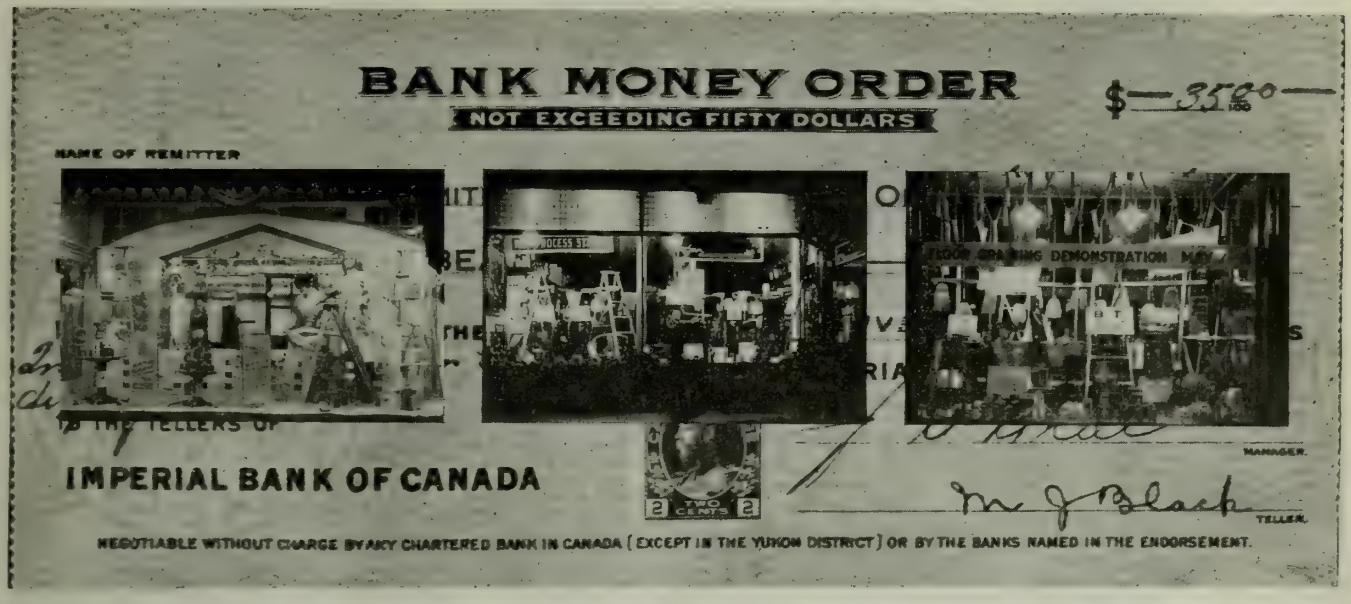
Champion, discount 10 and 5%; standard scales, discount, 5% off standard list. No discount allowed on stamping charge. F.o.b. Toronto, Montreal, Hamilton.

SCREWS

Discounts off Standard List adopted Aug. 1, 1908.

Wood, F.H., bright	70%
Wood, R.H., bright	67½%
Wood, O.H., bright	67½%
Wood, F.H., brass	55%
Wood, R.H., brass	52½%
Wood, O.H., brass	52½%
Wood, F.H., bronze	50%
Wood, R.H., bronze	47½%
Wood, O.H., bronze	47½%
Square cap	20%
Hexagon cap	20%

Beatty Bros. Limited Bulletin



FIRST PRIZE
Arcade Limited, Hamilton, Ont.
Dressed by W. H. Lemke. $35.00

SECOND PRIZE
Rumball & Kerr, St. Catharines, Ont.
$20.00

THIRD PRIZE
P. Hymmen & Co., Kitchener, Ont.
Dressed by H. L. Huehn. $10.00

Winners in Window Dressing Contest

Mr. Davis, Editor of Hardware & Metal, who kindly consented to act as judge in the BT Window Dressing Contest, has just handed us his decision.
The prize winning windows are illustrated above and we heartily congratulate the prize winners on their success.
It is hardly possible, in small reproductions, to do justice to the original photos. The prize winning windows were exceptionally good.

Some Interesting Displays

The displays submitted brought out splendidly the usefulness of BT Washers and Ladders at house-cleaning time. One contestant reported that he sold four "Red Star Washers" within a few hours after putting in his window—so the display evidently paid.

House-cleaning time is now pretty well over, but a BT Washer is always a saleable article and particularly so in the hot days when standing over a steaming tub is very hard work. At all times of the year BT Ladders command a ready sale.

If you give these articles a share of your display space in window and store, you will find it well worth while.

Beatty Bros., Limited

Fergus, Ont. **London, Ont.** **St. John, N.B.** **Montreal**
Winnipeg **Edmonton** **Vancouver** **London, Eng.**

If interested, tear out this page and keep with letters to be answered.

SCREWS, WOOD BENCH
Dozen $7 00

SCYTHES Doz.
Cast Steel $17 25
Golden Clipper 18 20
Little Giant 19 25
Bush 17 75

SNATHS Doz.
00 Patent $15 60
1 loop 15 00
2 loops 14 40
3 loops 13 20
Bush 16 20

SHEETS, BLACK
See Montreal and Toronto report.

SHEETS, CORRUGATED
See weekly report.

SHEETS, GALVANIZED
See Weekly Reports.

	Queen's Hd.	Fleur-de-lis
28 gauge	$12 00	$11 50
26 gauge	11 75	11 25
24 gauge	11 15	10 65
22 gauge	10 80	9 80
20 gauge	.....	9 35
18 and 20 ga...	10 10	....

F.O.B. Montreal.

SOLDERING COPPERS
See Coppers.

SOLDER, BAR
See weekly report.

SPOUTS, SAP
Eureka, per M. $16 85

STANDS, WASHTUB
Reversible Drip, each $2 25

STAPLES (Fence—Galvanized)
Bright $6 10
Kegs 7 10

STOVES
Oil Burning Cooking List each
Perfection No. 32, 2-burner..$25 50

STRETCHERS, CURTAIN—
Star, No. 1, doz............ $27 60
Star, No. 2, doz. 30 00
Sun No. 1 .... 20 00
Sun, No. 2 .... 22 00

STRETCHERS, WIRE
Hercules, doz. $3 60

SWEEPERS—
Carpet (Bissell's)
Amer. Queen, nick. fittings, cyco b. b.................$ 62 00
Club, jap., cyco bearing..... 120 00
Champion, jap. fittings...... 47 00
Grand, jap., cyco b.b........ 68 00
Grand Rapids, nick., cyco b.b 58 00
Grand Rapids, jap., cyco b.b. 52 00
Parlor Queen, nick., cyco b.b 64 00
Princess, nick., cyco b.b..... 60 00
Standard, jap. fittings....... 48 00
Universal, Jap., cyco bear... 50 00
Universal, nick., cyco bear.. 56 00
F.O.B. factory, Niagara Falls, Ont.

SWEEPERS, VACUUM Bissell's Doz.
Grand Rapids, nickeled.....$124 00
Household, japanned 110 00
Superba, nickeled 140 00

SWINGS, Ontario...........$10 00

TACKS Discount
Wire Tacks ....60 and 15%
Revised Hardware Tack List adopted Jan. 30, 1920.60 and 15%
Double-pointed tacks 65-10%
Shoe findings ....Net list adopted Jan. 1, 1916..60 and 15%
F.O.B. Toronto, Hamilton, Montreal and London.

TINNERS' TRIMMINGS
See prices under head of Wares.

TOASTERS, ELECTRIC
Universal 7 80
C. G. 5 00
Discount 20 and 10%.
Canadian Beauty $5 44
Upright, with rack 6 40

TOOLS, HARVEST
Waverly, Wellandvale, Rixford, Maple Leaf, Bedford, 50 and 10%

SPADES, SHOVELS AND SCOOPS

	1st Grade %	2nd Grade %	4th Grade %
Plain Back Shovels and Spades ..	35	35	35
Draining Tools	35	35	35
Hollow Back Scoops	35	35	35
Sand Shovels	35	35	35
Hollow Back Shovels	35	35	35
Hollow Back Coal Shovels	35	35	35
Riveted Back Scoops	35	35	35
Miners' Spring Point Shovels	35	35	35

Above discounts apply whether goods are sold in carload or less than carloads.

The above discounts apply only to Black List; Black List prices being as follows:

BLACK LIST PRICES

Plain Back Shovels and Spades....	$29.00	$28.00	$25.00
Draining Tools, No. 2, black........	29.00	27.50	.....
Hollow Back Scoops, No. 2, black..	34.50	.....	32.00
Coal Shovels, Hollow Back, No. 2, black	32.00	.....	30.00
Sand Shovels, No. 2, black	27.50	.....	24.00
Hollow Back Shovels, No. 2, black..	27.50	.....	24.00
Riveted Back Scoops, No. 2, black..	37.50	35.50	34.00
Miners' Spring Point Shovel, No. 2, black	36.50	.....	.....

NET EXTRAS—
For each size larger than No. 2, add 35c dozen net.
Full polished, add $1.00 per dozen net.
Half polished, add 50c per dozen net.
F.O.B. London, Hamilton, Toronto, Gananoque, Ottawa, Collingwood, Sherbrooke, Montreal, Quebec, Halifax, St. John, Moncton, and freight may be equalized thereon. On shipments less than 5 dozen, F.O.B. factory only.

Perfection, No. 33, 3-burner.. 31 00
Perfection No. 34, 4-burner.. 40 00
No. 22G oven for above stoves 9 00
Discount, 30% off list.
McClary Glass Front Oven No. 70, each, net......... 5 00
Detroit Glass Front Oven, No. 85, each, net ....
Hot Blast ....Plus %
F.O.B. Sarnia, London, Toronto, Ottawa.

Oil Burning Heaters List
No. 525, each $9 50
No. 530, each 10 50
No. 630, each 13 50
Hot Blast ....Plus 10%
Discount 30% off list.

off new list. Samson, ... discount.
F.O.B. Montreal, Toronto, Hamilton, London.

TRACK BARN DOOR
Hatch Trolley, per ft....... ....
Brackets for above, per doz. ....
National Flat Track, 1¼ in. per ft. ....

TROUGH (EAVE)
O. G. Square bead and half round:
Size in girth. Per 100 ft.
8 in...... $6 90 15 in......$12 50
10 in...... 7 70 18 in...... 16 00
12 in...... 9 10 add 15% to list.
F.O.B. Toronto, Oshawa, Ottawa.

TRAPS (GAME) Doz. with chain
Victor, No. 1 Giant, doz.... $3 50
Jump, No. 1 .... 3 70

Hawley & Norton, No. 1.... 5 00
Newhouse, No. 1 .... 7 50
F.O.B. Toronto, London, Hamilton, Montreal.

TUBS, WOOD
No. 0, per dozen $26 40
No. 1, per dozen 23 10
No. 2, per dozen 20 90
No. 3, per dozen 17 60
F.O.B. Newmarket.

TWINE BINDERS Per ft.
500 feet $0 17¾
550 feet 0 19¼
600 feet 0 20¾
650 feet 0 21¾
Freight prepaid to nearest station in lots of 300 lbs. and over. Rebate of ⅛ cent lb. on 10,000 lbs. and ¼ cent lb. on 20,000 lb.

TWINE (COTTON)
5-lb. sack, 3-ply, lb. 1 00
Cones, 3-ply, lb. 0 96
Do., 4-ply, lb. ....

VALVES AND COCKS
Compression work—Standard.. 25%
High grade 24%
Fuller work—Standard 34%
Basin cocks, No. 0—Standard. 23%
Nos. 1 and 2................ 23%
Bath cocks—Compression 30%
Flatway stop and waste cocks, Standard 32%
Roundway stop and waste cocks—Standard 32%
Brass steam cocks, standard..Net list
Radiator valves—Standard.... 15%
Do., removable seat 10%
Globe, angle and check valves, **standard** **5-9%**
Gate or Straightway...........Net
Jenkins Gate Valve............10%
Standard Gate ....list plus 5%
Jenkins Globe ....list plus 20%
F.O.B. Toronto.

VALVES, FOOT

	Blk.	Galv.
1¼	0 65	0 90
1½	0 80	1 20
2	1 10	1 75

Penberthy Brass Valves
Compodisk Valves ....Plus 7½%
Gate Valves ....Net list
Regrinding Valves ......Plus 7½%
Swing Check Valves .....Plus 15%

WARES, ETC.
Britannic, advance 55%.
Scotch Grey Ware, 45%.
Colonial, 15%.
Imperial Ware, 15%.
Pearl, 15%.
Premier, list, plus 17½%.
Canada Ware, list, plus 17½%.
Crescent, 45%.
Diamond, plus 17½%.
White Ware, 35%.
Japanned Ware, list plus 25%.
Japd. Ware, White, list, plus 35%.
Plain and Japanned Sprinklers, list plus 25%.
Stamped Ware, plain, 40%.
Stamped Ware, retinned, 33 1-3%.
Copper Bottoms, plus 35%.
Tinners' Trimmings, plain, 40%.
Tinners' Trimmings, retinned, 33 1-3%.
Tinners' Trimmings, general, list. plus 33 1-3%.
Factory Milk Cans, list plus 60%.
Milk Can Trimmings, list, plus 75%.
Cream Cans, list, plus 40%.
Railroad Cans, list, plus 33 1-3%.
Sheet Iron Ware, list, plus 45%.
Pieced Ware, ordinary, list, plus 60%.
Pieced Tinware, C.B., list, plus 80%.
Fry Pans, Acme, 10%.
Fry Pans, Quick Meal, plus 25%.
Spiders, steel, plus 25%.
Fire Shovels, japanned, list, plus 45%.
Steel Sinks, galv'zed, list plus 35%.
Steel Sinks, painted, list plus 35%.
Light Galv. Pails and Tubs, list plus 45%.
Heavy Galv. Pails and Tubs, list plus 35%.
Hollow ware, add 30%.
Garbage Pails, list, plus 30%.
Jap. Coal Hods, list, plus 60%.
Galv. Coal Hods, list, plus 75%.
Paper Lined Boards, 20%.
Wood-lined Boards, 5%.
Copper Boilers, list, plus 25%.
Copper Tea Kettles, list, plus 50%.
Copper Tea and Coffee Pots, list **plus 50%.**
Stove and other Pipe, list, plus 75%.
Stove Pipe Thimbles, 40%.
Stove Pipe Elbows, black and galv., list, plus 45%.
F.O.B. Montreal, Toronto, London, Hamilton.

WASHERS, WROUGHT
Round, plain. Sizes given are size of hole. In boxes of 50 lbs. list prices per 100 lbs.—¼ in., $28.00; 5/16 in., $24.40; ⅜ in., $22.80; 7/16 in., $21.00; ½ in., $19.60; 9/16 in., $18.80; ⅝ in., $18.60; 11/16 in., $18.40; ¾ in., $18.20; 13/16 in., $18.00; 1 1/16 in., 1⅛ in., 1¼ in., 1 5/16 in., $18.00; 1⅜ in., 1½ in., 1⅝ in., $18.40; 1¾ in., 1⅞ in., 2 in., 2⅛ in., $19.00. Discount 25%, f.o.b. Montreal, Hamilton, Toronto, London and Halifax.

Car lots allowance to following points: Windsor, Walkerville, St. John, Moncton, Amherst, New Glasgow. Freight allowance: Fort William and West, 10c per 100 lbs., cash in 30 days less 2%.

Net extras, 26 to 40 lbs. of a size, $1.00; 25 lbs. of a size or less, $2.00 per 100 lbs. Package allowances—if taken in kegs about 175 lbs each, allowance 10c per 100 lbs.; if taken in bags about 100 lbs., allowance 15c per 100 lbs.

WEIGHTS, SASH

	Tor.	Lon.	Mont
Section, 1 lb., per 100 lbs..	$5 00	$5 60	$7 00
Section, ½ lb., per 100 lbs..	5 00	6 20	7 00
Solid, 3 to 30 lbs., per cwt.	5 10	4 90	6 00

WHEELBARROWS
Navvy, steel wheel, doz.....$81 00
Garden Steel, doz. 72 00
Light Garden, doz. 88 00
F.O.B. Montreal, Toronto, London.

WIRE PRODUCTS
Annealed or Bright.
Advances over base price on sizes heavier than No. 9.

	Gauge	Price extra
Heavier than	No. 0	0 40
	No. 0/9	Base
	No. 10	0 06
	No. 11	0 12
	No. 12	0 20
	No. 13	0 [illegible]
	No. 14	0 40
	No. 15	0 55
	No. 16	0 70

Bright base 6 00
Annealed base 6 15
Galvanized price on application.
Coil spring on application.
Barb wire on application.
Extra net per 100 lbs.—Oiled wire 10c; spring wire, $1.25; bright, soft drawn, 15c; charcoal (extra quality), $1.25; packed in casks or cases 15c; bagging or paperings, 10c.

Stovepipe Wire
No. 18 ....$10 00
No. 19 .... 10 50
F.O.B. Toronto, London, Hamilton, Montreal, St. John, freight equalized.

WRENCHES, STILLSON

	each
6 inch	$2 00
8 inch	2 25
10 inch	2 50
14 inch	3 50
18 inch	5 00
24 inch	7 25
36 inch	13 50

Discount, 35%.
Canadian discount, 45%.

WRINGERS, CLOTHES
Domestic, No. 531E $120 80
Dom. Bench, No. 541EB.... 165 50
Favorite, No. 511E........ 111 80
Favorite, No. 512 .... 118 20
Royal Canadian, No. 151... 92 80
Favorite No. 514 .... 188 50
Ottawa, No. 331E 109 30
Ottawa, Bench, No. 341EB. 154 00
Challenge, No. 311E 100 30
Warranty 120 80
Bicycle 109 30
Safety 108 50
Eze 99 80
Rapid 90 80
Discounts from above list 20 per cent.
Terms—30 days, less 2 per cent. **Freight equalized on half dozen machines and upwards with the nearest of the following places to point of destination, viz.: Montreal, Kingston, Ottawa, Toronto, London and St. Marys.**

TINKER TOM'S TALKS.

No. 266

Here's Your Chance!

A little easy money for vacation—**3 cash prizes** for the largest and most complete list of products made to-day from **GALVANIZED SHEETS.**

1st prize	**$15.00 cash**
2nd prize	**6.00 cash**
3rd prize	**4.00 cash**

Typewrite these on one side of sheet only and mail to "Tinker Tom" care Dominion Sheet Metal Corporation, Hamilton, Ont.

Lists must be mailed by July 15th and winners will be announced in the issue of Hardware & Metal—July 24th.

NOW GET BUSY!

TINKER TOM

DOMINION SHEET METAL CORP. LTD
MADE IN PREMIER CANADA
HAMILTON, CANADA.

Look for Talk 267 next week.

If interested, tear out this page and keep with letters to be answered.

Paints, Oils, Varnishes, Glass, Etc.

ALABASTINE
Colors and white—2½-lb. packages, $10.10 for 100 lbs., 5-lb. packages, $9.60 for 100 lbs. F.o.b. Paris or nearest jobbing house.

BLUE STONE	Montreal	Toronto
Per lb.	11	12

COLORS (DRY)	Per lb.
Raw and Burnt Umber, 100 lb. kegs, No. 1	05-09½
Do., pure	11-15
Raw and Burnt Sienna, 100 lb. kegs, lb.	05-09½
Do., pure	16-18
Imp. green, 100-lb. kegs	15½-19
Chrome green, pure	31-35
Chrome yellow	25-41
Brunswick green, 100-lb. keg	11-14½
Indian red, 100-lb. keg	15-20
Do., No. 1, 100-lb. keg	-07
Lamp black	31-32
Venetian red, best bright	06½-09
Do., No. 1	03¾-05½
Drop black, pure dry	-30
Golden ocre, 100-lb. kegs	-09
White ocre, 100-lb. kegs	-06
Do., barrels	-05
Yellow ochre, barrels	04-05½
French ochre, barrels	-10½
Spruce ochre, 100-lb. kegs	05-08
Can. red oxide, bbls.	02¾-04½
Super magnetic red	0 05
Vermillion	1 00
English vermillion	2 25

F.o.b. Montreal, Toronto.

COLORS IN OIL, PURE	1 lb. tins
Venetian red	0 25
Indian red	0 36
Chrome yellow, pure	0 55
Golden ochre, pure	0 34
French spruce ochre, pure	0 29
Greens, pure	0 34
Siennas	0 36
Umbers	0 36
Ultramarine blue	0 60
Prussian blue	1 20
Chinese blue	1 20
Drop black	0 39
Ivory black	0 40
Signwriters' black, pure	0 41
Lampblack	0 41
Marine black, 25-lb. irons	0 20

F.o.b. Montreal, Toronto

ENAMELS (white)	Gal.
Dougall white enamel	$3 00
Vitralite	9 00
Duralite	7 50
B-H "White" Enamel	8 00
C.P. Co. Albagloss	6 30
Mooramel	7 00
Sunshine, white	7 00
Jasperlac	5 75
Invincible	6 90
Hillcrest	7 00

GLUE	Per lb.
English, sheet	40-50
White pigsfoot	-50
Cake bone, 112-lb. bags	40-45
Hide, 112-lb. bags	45-55
Ground glues, 112-lb. bags—	
English, per lb.	35-40
Canadian, per lb.	28-35

Brantford—	Per case
No. 7, 50 pcks, 1 lb.	$25 00
No. 8, 100 pcks., ½ lb.	28 00
No. 9, 200 pcks., ¼ lb.	35 00

Discount.

GLASS Per 100 ft.	Single Thick	Double Thick
Under 25	$19 90	$22 90
26 to 34	20 80	24 85
36 to 40	21 80	26 40
41 to 50	23 50	30 00
51 to 60	24 60	30 80
61 to 70	26 50	32 70
71 to 80	29 70	35 40
81 to 85		45 45
86 to 90		48 85
91 to 94		49 80
95 to 100		58 55
101 to 105		65 35
106 to 110		73 10

Discount box glass: Toronto, 15%; London, 15%; Montreal, 15%.
Cut size sheet glass, 40% off new list; cash 2%.

GLAZIERS' POINTS
Zinc coated, ½ and ¼ lb. packages, 22c lb.
F.o.b. Montreal, Toronto.

LEAD, WHITE (Ground in oil).
Prices are per 100 lbs. in ton lots. Less than ton lots are 35c per 100 lbs. higher than quoted below. F.o.b. Ottawa, 25c advance per 100 lbs. Brantford, 40c. F.o.b. London and Windsor, 45c per 100 lbs. F.o.b. Toronto and Hamilton, 35c per 100 lbs. F.o.b. Fort William and Port Arthur, 45c per 100 lbs.

Maritime differential 40c per 100 lbs. over Montreal.

	Montreal	Toronto
Anchor, Pure	$20 00	$20 35
Champion Pure	20 00	20 35
Crown Diamond, pure	20 00	20 35
Green Seal	20 00	20 35
Ramsay's Pure	20 00	20 35
Moore's Pure	20 00	20 35
Tiger, Pure	20 00	20 35
O.P.W. Dec. Pure	20 00	20 35
Red Seal	20 00	20 35
O.P.W. English	20 00	20 60
Elephant Genuine	20 50	20 85

B. B. Genuine Lead, less than tons, Montreal, $22; Toronto, $23.40.

LEAD (RED DRY)	Per 100 lbs.
Genuine, 560-lb. casks	$14 50
Genuine, 100-lb. casks	15 50
Less quantity	17 00
Genuine Eng. casks	16 00

F.o.b. Montreal, Toronto.

Lead (red in oil)		
25s	0 34½	
10s	0 35	
5s	0 36	
1s	0 39½	
½s	0 43½	

F.o.b. Toronto, Montreal, Hamilton

LINSEED OIL
For prices see weekly report.

LITHARGE

Tons or over (cwt.)	$14 00
Smaller lots (cwt.)	15 00

LIQUID, BRONZING

Bronzing liquid, No. 1	$1.55-$2.15
Banana oil, gal.	4.50- 7.00

F.o.b. Montreal, Toronto

PAINTS, PREPARED
Price per gallon, 1 gallon can basis

Elephant, white	$5 45
Sanitone, white	4 10
Sanitone, colors	4 00
C.P. Co., pure, white	5 55
C.P. Co., pure, colors	5 30
B.-H. English, colors	5 30
B.-H. English, white	5 55
B.-H. Fresconette, white	4 10
B.-H. Fresconette, colors	4 00
B.-H. Floor	4 50
B.-H. Porch Floor	5 30
Crown Diamond, white	5 30
Crown Diamond, colors	5 05
Crown Diamond, floor	4 50
Crown Diamond, Porch	5 10
Do., Flat Wall Tone, white	4 10
Do., do., colors	4 00
Moore's House Colors, white	5 50
Moore's House Colors, colors	5 30
Moore's Preservo Paint, white	4 20
Do., colors	4 00
Moore's Floor Paint	4 20
Moore's Sani-Flat	4 10
Moore's Porch and Deck Paint	5 50
I.V. Elastica, wite	4 95
I.V. Elastica, colors	4 70
I.V. Flatine, white	4 10
I.V. Flatine, colors	4 00
Jamieson's Crown Anchor	5 05
O.P.W. Canada Brand, white	5 30
O.P.W. Canada Brand, colors	5 00
O.P.W. Canada Brand, floor	4 50
OP.W. Flat Wall, white	4 10
O.P.W. Flat Wall, colors	4 00
Ramsay's Pure, white	5 40
Ramsay's Pure colors	5 15
Ramsay's floor	4 50
Glidden's white	5 55
Glidden's colors	5 30
Martin-Senour, 100%, white	5 55
Martin-Senour, 100%, colors	5 30
Martin-Senour, Porch Paint	5 30
Martin-Senour, Neutone, white	4 10
Martin-Senour, Neutone, colors	4 00
Martin-Senour's Floor Paint	4 50
Sherwin-Williams, white	5 55
Sherwin-Williams, colors	5 30
Sherwin-Williams, floor	4 50
Sherwin-Williams, porch paint	5 30
Flat Tone, white	4 10
Flat Tone, colors	4 00
Lowe Bros., H.S., white	5 55
Lowe Bros., H.S., color	5 30
Lowe Bros., hard drying floor	4 50
Mellotone, white	4 15
Mellotone, colors	4 00
Maple Leaf, white	5 55
Maple Leaf, colors	5 30
Maple Leaf, floor	4 75
Pearcy's Prepared, colors	4 75
Pearcy's Prepared, white	5 00
Peacy's Prepared, floor	4 50

Barrett Products
Everjet Elastic Carbon Paint—

	Mont.	Tor.
Bbl. lots, per gal.	0 75	0 75
½ bbls., gal.	0 80	0 80
5s and 10s gal.	0 90	0 90
1s (per case of 1 doz.)	10 45	10 50

Everjet Black Enamel—

Crates 2 doz., 8 oz.	2 35	2 35
Crates 12 doz., 8 oz.	2 10	2 10
1-gal. cans, gal.	1 50	1 75
5-10 gal. cans, gal.	1 35	1 50
Barrels-half bbls., gal	1 25	1 25

Carbosota Liquid Creosote Oil—

Barrels	0 55	0 55
Half barrels	0 60	0 60
5s and 10s, gal.	0 70	0 70
1s (case 12 gals.), cs.	8 25	9 50

F.o.b. Montreal, Toronto.

PARIS GREEN

(100-lb. lots.)	Per lb.
In barrels, about 600 lbs.	0 52
In kegs, about 250 lbs.	0 52½
In 50 lb. and 100 lb. drums	0 53
In 25 lb. drums	0 54
In 1-lb. packets	0 56
In ½ lb. packets	0 58
1 lb. tins	0 58
½ lb. tins	0 60

F.o.b. Montreal, Quebec, Moncton, St. John and Halifax, Toronto, Hamilton, London and Ottawa. Terms one month net or 1% in 15 days.

PUTTY
See Weekly Report.

ROSIN

Barrels, 100 lbs.	$12 00
Less, per lb.	0 14

SHELLAC

	Pure white	Pure orange
Per bbl.	$9 75	$9 00
Gal. jugs	10 05-10 15	9 30-9 40

F.O.B. Toronto, London, Montreal.

TAR	Mont.	Toronto
Coal Tar, refined	8 25	8 50
Coal Har, crude	7 00	7 25

PAINT AND VARNISH REMOVER

Taxite, 1 gal. cans	3 60
B.H. Vanisher	3 60
Cumoff	3 60
Dougall Lingerwett	3 60
Takeoff	3 60
O.P.W. Presto	3 00
Solvo	3 00
Varn-off	3 60

F.o.b. Montreal, Toronto.

VARNISHES	Per gal. cans
Stove pipe, ½ pts.—	Per doz
B.H.	$1 50
O.P.W.	1 60
Anchor	1 40
No. 1 Furniture, extra, barrels, $1.80-$2.40 gal.; gal. tins, $1.57-$2.65.	
B.-H. Floor	4 80
B.-H. Maritime Spar	6 03
B.-H. Hard Oil	3 24
B.-H. Gold Medal	4 02
Elastilite	4 50
Granitine Floor Finish	4 50
Hydrox Spar	4 65
C.P.C. Sun Varnish	4 30
C.P.C. Sun Aero Spar	4 50
C.P.C. Sun Waterproof Floor	4 40
I.V. Elastica, No. 1	5 32
I.C. Elastica, No. 2	4 38
I.V. Elastica, Floor	4 38
Jasperite Interior and Exterior	3 75
Jasperite Pale Hard Oil	2 75
P. & L. No. 61	5 06
Jamieson's Copaline	4 25
M-S Marble-lite Floor	4 42
M-S Wood-Var	4 42
M-S Durable Spar	5 59
M-S Finest Interior	4 84
Elastic Interior	3 14
Mar-not	4 40
Quick Action House	2 65
Rexspar	5 64
Scar-Not	5 13
Kyanize Spar	4 84
Kyanize Cabinet Rubbing	3 84
Kyanize Interior	3 84
Luxeberry light	4 72
Luxeberry granite	4 90
Luxeberry spar	5 62
Ramsay's Universal	3 45
Ramsay's Agate Floor	3 95
Ramsay's 400 Hard Oil	3 12½
Crown Diamond Floor	4 25
"C.D. Big 4" Exterior	5 00
"C.D. Big 4" Interior	4 50
"C.D. Big 4" Floor	4 40
Dougall Univarnish, clear	5 40
Dougall Transparent, spar	6 00
Dougall Transparent, floor	5 20
Copalite	4 00

F.o.b. Montreal, Toronto.

WATER PAINTS

Opalite, 300 lb. bbls.	0 13½
Opalite, 100 lb. kegs	0 14½
1 gal. packages, per pkg.	0 75
½ gal. package, per pkg.	0 40

WATER PAINTS (per 100-lbs.)

5-lb. pkgs.	White	Colors
Decotint	9 50	9 50
Coralite	9 50	9 50
B.H. Frescota	7 80	8 40
Perfecto	7 50	8 00
Muresco	9 00	10 20

WASTE

Cream, Polishing	$0 28

WHITE

XXX	0 23	XXX	0 24
XX	0 21½	XX, grad	0 22½
X	0 20	XLCR	0 21
XC	0 18½	X Empire	0 19½
Japanese	0 17	X Press.	0 17½
		X Special	0 15½

COLORED

No. 8	0 11	Fancy	0 19
No. 1	0 18	Lion	0 17
No. 7	0 16	Standard	0 15
No. 1A	0 14½	Popular	0 13
No. 1B	0 12½	Keen	0 11

Above lines subject to trade discount for quality.

WAX

B.H. Wax	0 50
Berry Bros.	0 70
Imperial Floor Wax	0 40
Anchor	0 33
O.P.W. Lion Brand	0 50
Old English	0 68
Johnson's	0 68
Jamieson's liquid wax, gal.	3 50
Gold Medal	0 42
Ramsay's	0 45
Sherwin-Williams	0 54
Crown Diamond	0 60

F.o.b. Montreal and Toronto.

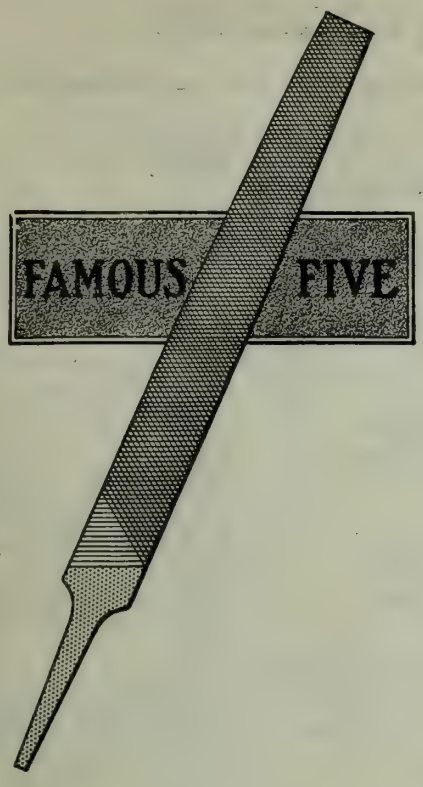
WHITING

Plain, in bbls.	$2 75
Gilders, bolted, in bbls.	3 00

Stocks very light, prices nominal.

WOOD ALCOHOL	Per gal.
In five gallons	4 00

F.o.b. Montreal, Toronto London.



Creating Sales for Famous Five Files

Given an established demand, we are constantly creating new sales for Famous Five Files by aggressive advertising.

The Famous Five Brands are well-known as the standard of file efficiency. By keeping this fact before the file-using public, we are helping the dealer to get new customers.

We also help the dealer by carrying large reserves, so that he may quickly replenish his stock through his jobber.

Get your share of profit on the Famous Five brands. They are:

KEARNEY & FOOT AMERICAN
GREAT WESTERN ARCADE
GLOBE

Made in Canada by

Nicholson File Company

PORT HOPE - ONTARIO

RED S

Window Glass

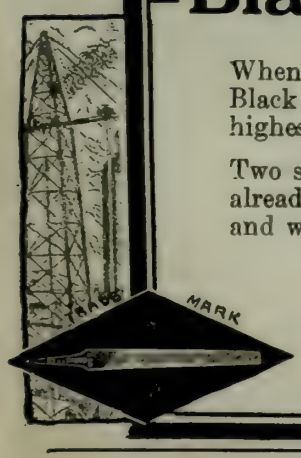
Also Plate, Figured, Stained, Wired, Bent, Mirror and Ornamental Glass.

Order Early.

The Toronto Plate Glass Importing Co., Limited

Don Roadway **Toronto**

Black Diamond for Cutting



When you buy a file, you buy cutting service. For extra cutting value, buy Black Diamonds. Made since 1863 to a standard of file quality that has won highest honors at expositions and at the bench.

Two simple steps will lead to better filing except where Black Diamonds are already used. Our catalog is free for the asking. A shop trial costs nothing and will show convincing results.

Established 1863

Black Diamond File Works

G.& H. Barnett Company 1078 Frankford Ave. Philadelphia, Pa.

Owned and Operated by Nicholson File Co.

Winnipeg Hardware Quotations

AMMUNITION

Powder, per keg, $11.00.

Soft shot, per cwt., $15.50; chilled, $17.00; buckshot, $16.30; ball, $16.70.

AMMUNITION, DOMINION

	Blk. List	Lesmok List	Smkless List
BB Caps ..	.....	.....	$ 7 00
22 Short ..	.....	$10 00	10 70
22 S. Mush.	.....	.....	11 50
22 Long ...	.....	12 00	15 00
22 L. Mush.	.....	.....	16 00
22 L.D. do.	.....	.....	18 70
22 L. Rifle.	.....	14 00	17 50
25 Short ...	$23 50	.....	.....
32 Short ...	23 50	.....	.....
25/20	.....	.....	70 00
25 Colt Auto.	.....	.....	58 00
30 Mauser..	.....	.....	91 00
32 S. & W.	.....	.....	42 00
32 S. Colt..	38 50	.....	.....
32 Colt Auto.	.....	.....	63 00
[illegible]/30	.....	.....	70 00
[illegible] S. & W.	.....	.....	54 50
[illegible] G. Getter	.....	.....	66 50
44/40	.....	.....	84 00
455 Target .	.....	.....	85 00
250 Sav. H.P.	.....	.....	160 00
280 Ross ...	.....	.....	209 00
35/35	.....	.....	125 00
30/30	.....	.....	144 00
303 Savage.	.....	.....	144 50
303 British.	.....	.....	190 00
32/40	.....	.....	121 50
32 Special..	.....	.....	144 50
32 Rem. Rim.	.....	.....	144 50
33 Win. ...	.....	.....	190 00
35 Rem. Rim.	.....	.....	159 50
351 Self Ldg.	.....	.....	121 50
38/55	.....	.....	152 00
45/70-405 ..	133 00	.....	......

Jobbers' Discount on Winchester Ammunition, 37½% off Dominion List.

Dominion Ammunition—Discount 45% off Dominion List.

ANVILS

Peter Wright, 80 lbs. and up, 25c per lb.; clip horn, 27c lb.

Norris, 80 lbs. and over, 16c.

AUGER BITS

Standard List Prices per Dozen

3/16	$6 00	13/16	$12 00
4	5 00	19	14 00
5	5 00	20	14 00
6	5 00	21	16 00
7	5 00	22	16 00
8	5 00	23	18 00
9	6 00	24	18 00
10	6 00	25	21 00
11	7 00	26	21 00
12	7 00	27	24 00
13	8 25	28	24 00
14	8 25	29	27 00
15	9 50	30	27 00
16	9 50	31	30 00
17	12 00	32	30 00

Discounts from standard list prices

Irwin ....25% on list

Gilmour ....10% on list

AXES

Single Bit	$17 50	$19 00
Double Bit		24 50
Broad Axes		60 00

AXES, BENCH

No. 2	$22 00
No. 3	24 75
No. 4	26 95
No. 5	29 70
No. 6	33 00

BAR IRON

Bar Iron—Round and square, ⅝-in. to 2-in., $5.75 base, over 2-in. and including 3-in., $6.50 base. Round over 3-in. to 6-in., $7.00 base. Round and square, 3/16, ¼ and 5/16-in., $7.00 base. Swedish iron, $8.00; sleighshoe steel, $6.25; spring steel, $6.50; machinery steel, $8.00.

BARS, CROW, $11.00 per 100 lbs.

BELT LACING

In sides, tanned, $2.50 per lb.; cut, $3.00 per lb.; rawhide, sides, $2.50; cut, $3.00.

Blue Stone (Vitriol), 11½c.

BELTING

Rubber, 6 in. and under, 46%; over 6 in., 41%.

Agricultural or No. 1 leather belting, 6½-10-10% off list.

Standard, 6½-10% off list. Extra 6½%.

The "double' 'list is just twice the price of "single."

BOLTS—

Carriage, ⅜ and smaller, up to 6 inch, net list; over 6 inch, 10% adv.; 7-16 inch and larger, 10% adv.; machine ⅜ and under, up to 4 inch, 5%; over 4 inch, 10% adv.; 7-16 and over, 10% adv., machine set screws, 25%; plough bolts, 5% adv.; stove bolts, 45%; shaft bolts, 12½% on; tire bolts, 25%; sleigh shoe bolts to ⅜ and smaller, 10% on list; 7-16 and up, 10% on list.

BORAX Borax, per lb., 14c.

BUTTS

Plated—No. 241 Antique Copper and Dull Brass Finish.

	Per pr.
2½ x 2½ in.	45
3 x 3 in.	46
3½ x 3½ in.	48
4 x 4 in.	60
4½ x 4½ in.	89
5 x 5 in.	1 10

Wrought Steel—

No. 800	30% on list
No. 804	10%
No. 838	17½%
No. 840	24%

CHAIN

Coil, 3-16 in., $19.00; ¼ in., $17.38; 5-16 in., $14.68; ⅜ in., $12.10; 7-16 in., $11.80; ½ in., $11.32; 9-16 in., $11.32. Logging, 5-16 in., $17.08; ⅜ in., $14.50; ½ in., $13.72; tie-out, 25%.

CHIMNEYS, LAMP

A, crimp top, per doz., $1.45; B, per doz., $1.70; Rochester plain top, per doz., $2.40.

CHURNS

Barrel, No. 0, $10.50; No. 1, $10.50; No. 2, $11.50; No. 3, $12.50; No. 4, $14.50 each.

CLEVISES, MALL. 18½c per lb.

CLOCKS—Alarm

	Each
Big Ben	$4 05
Baby Ben	4 05
America	1 95
Lookout	1 00
Sleepmeter	2 75

COPPER

Sheet and planished copper, 60c per lb. Tinned, 55c.

CORD SASH

Coils or Hanks.

8, 9, 10 ....$1.08 lb.

DRILLS

Bit stock, 45%; Blacksmith, ½ in. round shank, 32½%.

EAVETROUGH

Eavetrough, per 100 ft., 8 in., $7.20; 10 in., $8.00; 12 in., $9.40; 15 in., $12.90.

Conductor pipe, 2 in., per 100 ft., $8.40; 3 in., $10.15; 4 in., $13.40; 5 in., $18.20.

ENAMELWARE

See Wares

FILES

Globe	Discount 50%
Nicholson Gen.	Discount 20%

FITTINGS—Malleable

Class A	50-10%
Class B and C, off new list..	60%
Bushings	10%
Unions, "Dart"—	
¼ to 2-in.	15%
⅛, 2½, 3½ and 4-in....	10%
Nipples 4" and under....	70%

FRY PANS

	Each
Cast iron, No. 8	$1 05
No. 9	1 15

GALVANIZED WARE

See Wares

GLASS, WINDOW

	Single	Double
Up to 25-in.	$18 60	$24 75
26 to 40-in	20 30	24 75
41 to 50 in.	21 85	25 00
51 to 60-in.	22 85	28 75
61 to 70-in.	24 55	30 45

GLASS (Plate)

Net list

GLOBES—LANTERN

	Doz
Short Pattern	$1 20
Cold Blast, regular	1 20

GRIDDLES, PANCAKE

Round, No. 1	$1 05
No. 2	1 15
Oblong, No. 8L	1 10
No. 9L	1 25
No. 3	1 90

GRINDSTONES

Per 100 lbs., $3.75.

Mounted on steed frames, $7.75 to $10.25.

HARVEST TOOLS. 50% and 10%.

HAMMERS—Adze-Eye, Plain

	Doz.
No. 0, 1½ lb.	$20 20
No. 1, 1¼ lbs.	19 05
No. 1½, 1 lb.	18 95
No. 2, 13 oz.	18 50
No. 22, 1¼ lbs.	15 00
No. 21, 1 lb.	13 65
Bell Face	Doz.
No. 61, 1¼ lbs.	$19 05
No. 61½, 1 lb.	18 95
No. 62, 13 ozs.	18 50
No. 65, 1¼ lbs.	15 00
No. 64, 1 lb.	13 65

HAMMERS, MACHINISTS'

	Doz.
No. 30 up to and including	
No. 1	$13 85
No. 1½	16 15
No. 2	18 50
No. 2¼	20 20

HAMMERS, MASONS'

No. 43, 5 lb. and over, $23 per cwt.

HAMMERS' STRIKING

Double face, No. 38, 5 lbs., $20.25 per cwt.

HINGES

Light T and Strap, 17½% on list.

Corrugated Strap Hinges — 4, $1.95; 5, $2.50; 6, $3.45; 8, $5.30; 10, $8.00; 12, $12.30.

Corrugated Tee Hinges—4, $2.40; 5, $3.25; 6, $3.75; 8, $6.30; 10, $9.65; 12, $....

HINGES, SPRING

	Doz.
No. 200, jap.	$2 15
No. 1200, jap.	3 90
No. 1201, O.C.	4 72

HORSESHOES

Iron, No. 0 to 1, $8.85; No. 2 and larger, $8.60; snowshoes, No. 0 to No. 1, $9.10; No. 2 and larger, $8.85; hand drilled, No. 0 to 1, $16; No. 2 and larger, $15.50; toe weight, $11.10.

IRON, GALVANIZED

	Apollo and "Fleur Premier de Lis"
10¾-oz. or 28 Eng.	$13 75
28 Am. or 26 Eng.	13 35
26 Am. or 26 Eng.	12 80
24	12 65
22	12 65
18 and 20	12 50
16	12 35

IRONS, SAD

Common Sad Iron, 8 lbs., 14½c per lb.; 4 and 5 lbs., 18c per lb.

Mrs. Pott's No. 55, set.......$2 00

Mrs. Pott's No. 50, set....... 2 15

Mrs. Pott's common sad iron handles, $1.63 dozen. Mrs. Pott's improved, $2.30 a dozen.

JACKSCREWS

15% on list.

KNIVES—HAY

Heath's	$15 00
Lightning	$15,00

LANTERNS

Cold Blast

No. 2, plain	$13 00
No. 25, Dash-board	.....
Short Globe, doz.	13 00

LATCHES—THUMB, STEEL

	Doz.
2	$3 75
3	4 25
4	5 00
Barn Door	
5	3 00
8	3 48
9	4 88

LEAD PIPE. $16.11.

LEAD WASTE. $17.01.

WHITE LEAD

Decorators' pure, 100-lb. tins, $21.25.

LINSEED OIL

See weekly report

MACHINES—WASHING

	Each
Dowswell	......
New Century B	......
New Idea	......
Snowball	......

Prices on application.

MATTOCKS

Pick, $14.25; cutter, $14.25.

MOPS

O-Cedar, No. 1	$14 70
O-Cedar, No. 3	14 70
Self-wringing	6 50
Mop Handles	2 10

MOWERS—LAWN

	12 in.	14 in.	16 in.
Woodyatt		$ 8 50	$ 9 00
Empress		11 00	11 50
Daisy		6 60	6 85
Star		7 50	8 90
K—3-blade	7 25	7 50	7 85
C—4-blade	8 05	8 40	8 80
BB—4-blade	9 60	10 00	10 50

NAILS

Wire f.o.b. Fort William, $6.50 base; Winnipeg, $7.00. Cut, f.o.b. Winnipeg, $7.40.

NETTING—POULTRY

1 in. mesh x 24 in.	$6 65
30 in.	8 93
36 in.	10 50

NUTS

Square, small lots, blank, $5.00; tapped, $5.25 advance on list; Hexagon, small lots, blank, $5.25, tapped, $5.50 advance on list; case lots all styles, 1c less than above.

OAKUM

Clipper, spun, bale 50 lbs.	$13 00
Clipper, unspun, bale 50 lbs.	12 25
Plumbers', bale 50 lbs.	6 75

OILS—

	Gallon
Kerosene	0 32
Gasoline	0 46
Black (summer)	0 31
Black (winter)	0 31½
Imperial kerosene tractor...	1 35
Capital cylinder	0 88½
Castor machine	0 53½
Imperial gas engine	0 58
Paraffine	0 33½
Polarine	1 35
Polarine A	1 35
Polarine heavy	1 35
Gargoyle Mobile A	1 68½
Gargoyle Mobile B	1 93½
Gargoyle Mobile BB	1 88½
Gargoyle Mobile E and Arctic	1 53½
Fuel oil, bbls.	0 20
Fuel oil, tank cars	0 18
Wm. Penn Motor, medium..	1 43
Do., heavy	1 48
French C, medium	0 85
French A, heavy	1 10
Transmission, No. 1	0 75
Steam cylinder, No. 650C..	1 05
Volunteer, reg. gas engine..	0 60
Century castor machine	0 50
Melrose Harvester machine..	0 65

PAINTS, PREPARED

(1 gallon can basis)

	per gal.
Stephens' white	$5 70
Stephens' colors	5 45
Stephens' floor	4 65
Silkstone white	4 25
Silkstone colors	4 15
Stephens' barn	2 35
Stephens' barn, extra colors..	2 55
Lion white	5 70
Lion colors	5 45
H.D. floor	4 50
Velvetone white	4 25
Velvetone tints	4 15

PAPER, BUILDING

	Dry Fibre	Tarred
Joliette	$0 90	$1 20
Builders' Special	1 25	1 40
Cyclone	1 40	1 53
Navy	....	....
Triumph	1 50	1 70

PIPE, WROUGHT.

Per 100 ft.	Buttweld, Steel Blk.	Galv.	Gen. Wrot. Iron Blk.	Galv.
⅛ in.		$ 6 12		$ 8 55
¼ in.		5 67		8 01
⅜ in.		5 81		8 15
½ in.		7 74		9 45
¾ in.		9 59		11 84
1 in.		14 18		17 55
1¼ in.		19 17		23 76
1½ in.		22 91		28 40
2 in.		30 83		38 25
2½ in.		50 00		62 00
3 in.		65 39		81 09
3½ in.		82 85		101 75
4 in.		98 19		120 51
4½ in.		114 30		141 84
5 in.		139 29		165 38
6 in.		172 89		214 52

PLASTER PARIS, per bbl...$6 00

PLATES, CANADA

18 x 21, per box, ordinary, $11.25; 18 x 24, ordinary, $11.25; 20 x 28, ordinary, $11.50.

"Save the surface and you save all" *Paint & Varnish*

Stephens'

REGISTERED TRADE MARK

Barn Paint

Insuring Barns With Paint

The modern farmer is much like other business men—perhaps a little more cautious.

Farmers to-day insure their buildings, stock and crops against various possible dangers. It is therefore a logical and reasonable step to insure against depreciation of buildings and implements through weather destruction.

Most farmers take this precaution to-day and few men will leave the unpainted barn to rot, with lumber prices where they are to-day.

Farmers know the value of Stephens' and prefer it.

It pays you to offer Stephens'

G. F. Stephens & Co., Limited

Paint and Varnish Makers

Winnipeg Calgary Edmonton

If interested, tear out this page and keep with letters to be answered.

Winnipeg Hardware Quotations—Continued

POLISH

O-Cedar—	Doz.
4-oz.	$ 2 10
12-oz.	4 20
1-quart	10 50
½-gal.	16 80
1-gal.	25 20
Liquid Veneer—	
4 oz.	2 40
12 oz.	4 80
1 quart	10 00
1 gal.	2 34
Bon Ton—	
¼-pints	1 85
½-pints	2 10
Pints	3 25
Quarts	5 10
½-gals.	9 00
Gals.	15 00

PULLEYS, CLOTHES LINE

	Doz.
No. 58, jap. 5" wheel	$5 35
No. 158, gal. 5" wheel	5 72

PUTTY

100-lb. irons	$8 70
25-lb. irons, per cwt.	9 30
1½-lb. tins	16¾

RIVETS AND BURRS

Iron rivets, 30-10%; copper, No. 7, 65c lb.; No. 8, 66c; No. 10, 72c; No. 12, 77c.

ROPE—

British Manila or African Hemp—¼ in. and 5-16 in., 32¾c; ⅜ in., 32¼c; 7-16 in., ½ in., and 9-16 in., 31¾c; ⅝ in., 31¼c; ¾ and larger, 30¾c.

Pure Manila—¼ in. and 5-16 in., 40¾c; ⅜ in., 40¼c; 7-16 in. and ½ in., 39¾; ⅝ in., 39¼c; ¾ in. and larger, 38¾c.

Sisal—¼ in. and 5-16 in., 26¾c; ⅜ in., 26¼c; 7-16 in., ½ in., and 9-16 in., 25¾c.; ⅝ in., 25¼c; ¾ and larger, 24¾c.

Lath Yarn, 24¾c.

Cotton Rope—3-16 in., 87c; ¼ in. and up, 86c

SANDPAPER—

Star—	Quire	Ream
00, 0	$0 43	$7 88
½	0 43	7 88
1	0 45	8 35
1½	0 50	9 45
2	0 60	11 00
2½	0 80	14 65
3	0 90	16 70
B. & A.—		
00, 0	$0 41	$7 10
½	0 43	7 55
1	0 48	8 55
1½	0 52	9 95
2	0 58	11 50
2½	0 75	13 25
3	0 85	15 10

SASH BALANCES (Caldwell)

50% on list.

SAWS, BUCK

Happy Medium, $14.25; Watch Spring, $15.00; Lance Tooth or Lightning Blades, $17.75.

SCREWS

Bright iron round head, 62½% flat head, 65%; oval head, 62½%; round head, 47½%; flat head brass, 50%; coach, 35%.

Set Screws, 15%.

SCYTHES—

	Doz.
Bramble	$.....
Bush	17 75
Excelsior	.....
Cast	17 25

SHOVELS AND SPADES

Shovels—Fox and Olds, D.H., Sqr. Pt., $16.25 per doz.; D.H., Rd. Pt., $16.25; L.H. Sq. Pt., $16.25; L.H. Rd. Pt., $16.25; Bulldog & Jones, D. H., Rd. Pt., $20.20; D.H., Sq. Pt., $19.85; L.H., Rd. Pt., $19.85; L.H., Sq. Pt., $19.85. Black Cat and Moose & Jones Scoops—No. 4, $23.60; No. 6, $24.35; No. 8, $25.05.

SLEDGES, BLACKSMITHS'

No. 37, 5 lbs. and over, $20.25 per cwt.

SNATHS

No. 2 loop	14 37
Bush	16 25

[illegible]

10 gauge	$10 00
12 gauge	10 00
14 gauge	10 00
16 gauge	10 35
18-20 gauge	10 40
22-24 gauge	10 45
26 gauge	10 50
28 gauge	10 65

SWEEPERS — CARPET

See list in regular "Current Market Quotations" Column, f.o.b. factory, Niagara Falls, Ont.

SWEEPERS — VACUUM

	Doz.
Grand Rapids, nickeled	$127 00
Household, japanned	113 00
Superba, nickeled	143 00

F.O.B. jobbers' warehouses, Winnipeg.

SOLDER, per lb., 48 to 49c.

SPIKES — BOAT

Pressed, ¼-in., $10.55; 5/16, $9.80; ⅜, $9; ½, $8.75.

STAPLES

Bright iron, round head, $6.25 flat, Fort William; $6.75 Winnipeg; galvanized staples, $6.90 Fort William, $7.40 Winnipeg.

STEEL

Sleighshoe, $6.25 base per cwt.; plow, common, $12; crucible plow, $16.00; angle, $7.00; harrow, $6.25 base; cast, octagon tool steel, 20c base; square tool, 20c base; spring, $6.00; machine, $8.00 base; tire, 6.50. Mild, 3-16, ¼, 5-16, 7.00 base. Round, square, flat, up to and including ¼, ⅜ to 2 in., $6.25 base. Round and square, over 2-in. and including 3-in., flat over ¼ and up to 6-in. wide, $6.50 base; Round over 3-in. to 6-in., $7.00 base. Band steel, $6.25 base.

STEEL HOOPS

½ in., $8.35; ⅝ in., $8.00; ¾ in. $7.40; ⅞ in., $7.10; 1 in., $7.00 1¼ in., $6.90; 1½ in., $6.80.

STEEL SQUARES

10% on list.

TACKS. Carpet, 65% list.

TIES. Cow

TIN AND TERNE PLATE—

20 x 28 I.C. box	$26 25
20 x 28 I.X. box	29 50
20 x 33 I.C. box	32 50
20 x 33 I.X. box	36 50
Terne plates	24 00

TRAPS, GAME— Doz.

	Victor	H & N.	Jump
No. 0	$2 40	$....	$....
No. 1	2 85	5 20	3 85
No. 1½	4 35	7 85	5 70
No. 2	6 00	11 00	9 00
No. 3	10 15	14 70	12 30

TUBS—

	Wood	Fibre
No. 0	$25 55	$31 55
No. 1	22 20	27 05
No. 2	19 00	22 50
No. 3	16 80	19 10

TURPENTINE

See weekly report

TWINE (WRAPPING)

	Lb.
Cotton, 3-ply, cones	$0 95
Cotton, 3-ply, balls	1 00
Cotton, 4-ply, cones	1 00
Cotton, 4-ply, balls	1 02

VARNISHES—

Stephens' Luminette, gal.	$4 00
Stephens' Exalite, gal.	4 75
Lion Brand Color Varnish, per gal.	4 50

WARES, ETC.—

Scotch Grey Graniteware, 20-20-10% discount.

Colonial Imperial, Pearl, 6-2% discount.

Premier, Canada, Diamond, plus 18%.

Whitewear, 25-5-2%.

Japanned Ware, list, plus 37½%.

Japanned Ware, white, list, plus 47½%.

Japanned Sprinklers, list plus 37½%.

Stamped Ware, plain, 20-10-7½-2½% discount.

Stamped Ware, retinned, 15-10-5-2% discount.

P[illegible] Tinware, ordinary list plus 75%.

Pieced Tinware, copper bottoms, list plus 95%.

Sheetiron Ware, list plus 46%.

Light Galvanized Pails, plus 55%.

Tubs—

Light, plus 57½%.

Heavy, 47½%.

Pails and Tubs, plus 55%.

Jap. Coal Hods, list plus 72½%.

Galvanized Coal Hods, list plus 87½%.

WASHERS—

Size	Case lots	Less
3-16 in.	$22 00	$22 50
¼ in.	19 30	19 80
5-16 in	18 10	18 60
⅜ in.	16 75	17 25
7-16 in.	15 70	16 20
½ in.	15 10	15 60
9-16 in.	14 95	15 45
⅝ in.	14 80	15 30
¾ in.	14 65	15 15
⅞ in.	14 50	15 00
1 in.	14 50	15 00
1⅛ in.	14 50	15 00
1¼ in.	14 80	15 30
1⅜ in.	14 80	15 30
1 7-16 in.	12 05	12 55
1½ in.	12 05	12 55

WASTE

Cream, polishing	$0 30
WHITE	
XXX Extra	$0 26
XX Grand	0 24½
XLCR	0 23
X Empire	0 21½
X Press	0 19½
COLORED	
Fancy	$0 21
Lion	0 19
Standard	0 17
Popular J	0 15
Keen	0 13

Above lines subject to trade discount for quantity.

WIRE — BARB

Lyman, 4-point, $5.80 Winnipeg; Glidden Cattle, 2-pt., $5.60 Winnipeg; Baker, 2-pt., $5.50 Winnipeg; [illegible] twist, cwt., Winnipeg, $7.00 100 lbs.; galvanized, Winnipeg, No 9, $6.75; No. 12, $7.00; coil spring, plain, Winnipeg, No. 9, $6.80; No. 12, $7.05.

Patented screen in 100-ft. rolls $3.75 per 100 sq. ft.; in 50-foot rolls, $3.75 per 100 sq. ft.

WIRE — PLAIN

Bale ties, 14-gauge, single loop, $7.75 Winnipeg, $7.25 Fort William.

Brass snare wire, per lb., 90c.

WIRE — ANNEALED

No. 9, $7.20; No. 10, $7.26; No. 12, $7.40; No. 14, $7.60; No. 15, $7.75; No. 16, $7.90 per 100 lbs.

WRENCHES — NUT

Agricultural—	
6-inch	$7 60
8-inch	9 15
10-inch	10 75
12-inch	13 80
15-inch	18 45
Perfect Handle—	
6 inch	15 00
8 inch	17 50
10 inch	.....
12 inch	.....
15 inch	.....
18 inch	.....

WRENCHES — PIPE

Stillson—	
6 inch	$1 40
8 inch	1 55
10 inch	1 75
14 inch	2 45
18 inch	3 50
24 inch	5 05
36 inch	9 45
Trimo—	
10-inch	$1 81
14-inch	2 50
18-inch	3 63
24-inch	5 25

	— Dozen—	
Always Ready	Black	N. P
No. 1	$8 70	$9 50
No. 2	12 00	12 90

WELL WHEELS

	Doz.
Cast, covered, 8 in.	$11 60
Cast, plain, 10 in.	15 60
12 in.	18 85
14 in	24 00

When writing to Advertisers kindly mention this paper

STEEL IRON METALS

WINNIPEG WAREHOUSE STOCK

REINFORCING BARS IN ALL SIZES, IN LENGTHS UP TO 60'
BOLTS: MACHINE, CARRIAGE, DRIFT, SHIPBUILDING, ELEVATOR
BAR IRON: FLAT, ROUND AND SQUARE, SMALLEST TO THE LARGEST
HEXAGON BARS MACHINE STEEL

BOILER TUBES	NUTS	RIVETS	SHAFTING
ANGLES	CHANNELS	RAILS	TEES
FORGING BILLETS	CAP SCREWS	WASHERS	SET SCREWS

GAUGE SHEETS, BLACK AND GALVANIZED, IN ALL GAUGES

GET OUR MONTHLY STOCK LIST

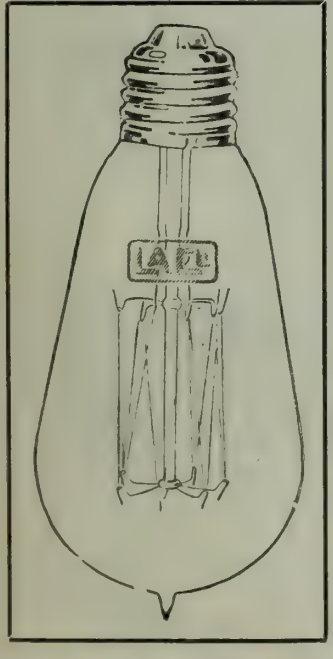
A COMPLETE LINE FOR
THE MANUFACTURER — THE WHOLESALER—THE CONSUMER

IF IT'S STEEL OR IRON WE HAVE IT

The MANITOBA STEEL & IRON COMPANY.

WINNIPEG, MANITOBA LIMITED

LACO LAMPS ARE GUARANTEED



You never saw an article so scientifically built or so delicately adjusted—that carried so strong and so powerful a guarantee.

When you handle LACO Lamps you are not *guessing*—you are not *hoping* your customers will get satisfaction—you are *guaranteeing* it to them absolutely and without equivocation.

By actual performance and by every test

LACO LAMPS ARE BEST

GREAT WEST ELECTRIC COMPANY, LIMITED

WINNIPEG

MADE IN CANADA

BUFFALO OILS

These are a few of our most staple lines, so well and favorably known throughout Western Canada, and are sold only through reliable merchants.

Special Cylinder Oil for Steam Engines

Harness Oil. Neatsfoot Oil

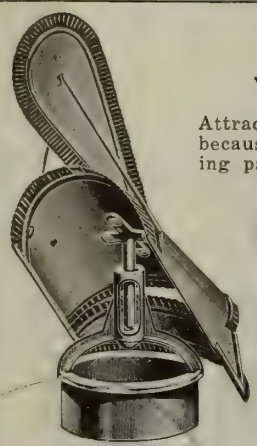
A Gas Engine Oil (for gasoline engines).

Tractorlene Oil (for oil burning engines).

Ideal Thresher's Machine Oil (for general use.)

Automobile Oil and Transmission Greases.

PRAIRIE CITY OIL COMPANY, LIMITED, WINNIPEG



O-Rib-O

Volcano Chimney Top

Attracts the customers and closes sales because the Deflector—the lower slanting part shown—receives wind through the sloped opening directing it over the chimney on the "blow-pipe" principle, creating and maintaining a continuous draft.

Cures the worst chimneys. Sells readily for homes, stores, churches, factories and as a ventilator for barns and warehouses.

O-Rib-O
Manufacturing Co.
Winnipeg, Manitoba

HARDWARE SPECIALTY LINES WANTED FOR WESTERN CANADA

P. R. BRECKEN, Limited

Manufacturers' Agent

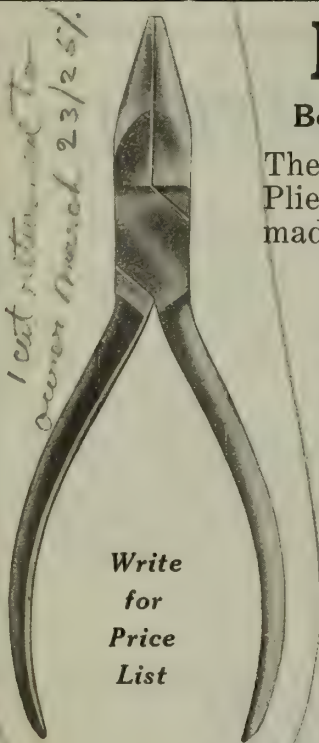
108 Sixth Avenue West

CALGARY ALBERTA

"Dazee Brand" Woodenware

Buy Western-made Washboards, Step Ladders, Bake Boards, Ironing Boards, Clothes Horses, Tub Stands, etc. For sale by all jobbers. We guarantee the quality will please you. If jobber does not supply you write us direct.

The Brett Mfg., Co., Limited
Winnipeg, Man.



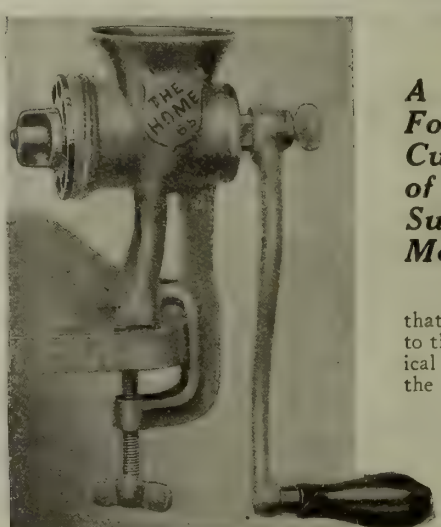
Pliers

Best Swedish Steel

The F. E. Lindstrom Pliers and Nippers are made in Sweden of the best Swedish steel. The quality of this well-known make is acknowledged the world over as unsurpassed. Dealers find them easy to sell. Customers are delighted with their service-giving satisfaction. This results in permanent new customers and welcome profits for the hardware man.

Write for Price List

Canadian Agent:
F. W. Lamplough & Co.
46 Alexander St., Montreal
Manufacturer:
F. E. Lindstrom, Sweden



A Food-Cutter of Superior Merit

that sells easily to the most critical customer—the

Maxwell

"HOME 65"

QUICK—CLEAN—WATER-TIGHT

Open-end cylinder makes it easily cleaned.
Cuts any kind of Food.

Home 65: Family Style. Home 55: A Smaller Model

Made in Canada—Superior to any imported

Write for Proposition.

Maxwells Limited, St. Mary's, Ont.

If interested, tear out this page and keep with letters to be answered.

The Trade Mark behind the "Hardware House of Quality"

DIAMOND A BRAND — ASHDOWN'S GUARANTEE

The Largest Wholesale Hardware Dealers in Canada

PYREX
Transparent OVEN-WARE

Saves Food -- Bakes Quickly

Pyrex is the labor-saving, greaseless, and odorless oven ware. The housewife's delight.

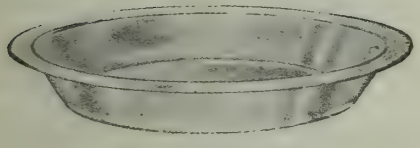
Pyrex saves about one-half the fuel usually required because it absorbs nearly all the oven heat and bakes food quickly.

Saves food; meats, vegetables, etc., when cooked in Pyrex, retain their natural color and flavor. Most foods cooked on top of the stove can be better prepared in the oven. Pyrex will not discolor, rust, craze, dent or chip, and is made in all sizes and shapes.

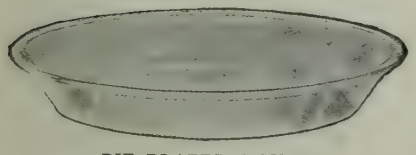
Has the Name on Every Piece. Guaranteed Not to Break in Use in the Oven.

INDIVIDUAL BAKER—ROUND (RAMEKIN)

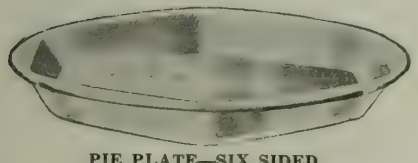
CUSTARD CUPS



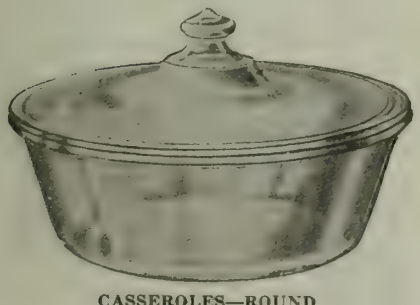
PIE PLATES—ROUND Wide Rim.



PIE PLATES—ROUND.



PIE PLATE—SIX SIDED.



CASSEROLES—ROUND

CASSEROLES—OVAL

CASSEROLE—ROUND—SHALLOW

The J. H. Ashdown Hardware Co., Limited

Winnipeg, Canada

Calgary **Saskatoon**

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

If what you want is not here, write us, and we will tell you where to get it. Let us suggest that you consult also the advertisers' index, facing the inside back cover, after having secured advertisers' names from the directory. The information you may desire may be found in the advertising pages. This department is maintained for the benefit and convenience of our readers. The insertion of advertisers' headings is gladly undertaken, but does not become part of any advertising contract.

Abrasives
The Carborundum Co., Niagara Falls, N.Y.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Agricultural Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Air Cocks
The Penberthy Injector Co., Ltd., Windsor, Ont.

Aluminum
British Aluminum Co, Toronto.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver.
A. C. Leslie & Co., Montreal.

Aluminum Ware
The Aluminum Goods Mfg. Co., Manitowoc, Wis.
The Aluminum Specialties Co., Ltd., Toronto.
The Aluminum Ware Mfg. Co., Oakville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal

Ammunition
Caverhill, Learmont & Co., Montreal.
Dominion Cartridge Co., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Anchor Bolts
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Anvils
Thos. Davidson Mfg. Co., Ltd., Montreal.

Arms
Colts Patent Fire Arms, Hartford, Conn.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Art Glass
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., The, Hamilton, Ont.

Asbestos
H. W. Johns Manville Co., Toronto, Ont.

Ash Sifters
Leslie Tinware Co., Ltd., The, Ottawa, Ont.
Samuels & Co., J., Toronto.

Auger Rings
Crescent Co., The, Meriden, Conn.

Auto Accessories, Equipment and Supplies. (Jobbers)
The Beckley-Ralston Chemical Co., Ltd., Montreal.
Chicago Flexible Shaft Co., Chicago, Ill.
Evans & Co., Ltd., Montreal, Que.
Northern Electric Co, Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.
Homer & Wilson, Hamilton, Ont.
Hyslop Bros., Toronto.
Kent Garvin Co., Ltd., Hamilton, Ont.
Hurtubise, Ltd., Montreal, Que.
The Renaud Motor Supply Co., Ltd., Montreal.
Towe & Towe, London, Ont.
Samuel Trees & Co., Ltd., Toronto.
Walker Vallance, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Auto Accessories, Equipment and Supplies (Manufacturers)
Adams & Elting Co., Toronto.
The All-Way Mfg. Co., Toronto, Ont.
Apollo Plug Mfg. Co., Birmingham, Eng.
Auto Specialties Co., Buffalo, N.Y.
Benjamin Electric Co., Toronto
Boston Varnish Co., Everett Station, Boston, Mass
Burgess-Norton Mfg. Co., Geneva, Ill.
Burlington-Windsor Blanket Co., Ltd., Toronto.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Canadian Winckley Co., Ltd., Windsor, Ont.
Cannon Oiler Co., Keithsburg, Ill.
The Carborundum Co., Niagara Falls, N.Y.
The Champion Ignition Co., Flint, Mich.
The Concrete Bumper Co., Windsor, Ont.
Canada Dry Cells, Ltd., Winnipeg.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Guelph Spring & Axle Co., Ltd., Guelph, Ont.
Gutta Percha & Rubber, Ltd., Toronto.
The Imperial Bit & Snap Co., Racine, Wis.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
K-P Products Co., Inc., New York.
Will B. Lane, Chicago, Ill.
Marquette Mfg. Co., Inc., The, St. Paul, Minn.
The Locktite Mfg Co., Windsor, Ont.
John Morrow Screw & Nut Co, Ltd., Ingersoll.
Frank Mossberg Co., Attleboro, Mass.
The Northwestern Chemical Co., Marietta, Ohio.
Northern Electric Co., Ltd., Montreal.
The F. E. Partridge Rubber Co., Guelph, Ont.
Ren Automotive Supply Mfg. Co., Preston, Ont.
Rock Island Mfg. Co., Chicago, Ill
C. A. Shaler Co., Waupun, Wis.
A Schrader Sons, Inc, Toronto.
The Star Specialty Mfg. Co., Chicago, Ill.
Trimont Mfg. Co., Roxbury, Mass.
The Van der Linde Rubber Co., Toronto.
Wilkinson & Kompass, Hamilton.
Williams & Co., J. H., Brooklyn, N.Y.
Wilson Auto Specialties, Ltd., Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Auto Locks
National Hardware Co., The, Orillia, Ont.

Auto Mirrors
Kales Stamping Co., Ltd., Walkerville, Ont.

Automatic Screw Machine Products
Burgess-Norton Mfg. Co., Geneva, Ill.
Caron Bros., Montreal, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Automobile Parts
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Ltd., Welland, Ont.
Kinzinger, Bruce & Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Automobile Signals
Northern Electric Co., Ltd., Montreal.

Awnings
J. J. Turner & Co., Peterboro, Ont.

Awls, Sewing
C. A. Myers Co., Chicago, Ill.

Axes
Burgess-Norton Mfg. Co., Geneva, Ill.
Canada Foundries & Forgings, Brockville, Ont.
Caverhill Learmont & Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Axles
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Axles, Car
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Babbitt Metal
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Great Western Smelting & Refining Co., The, Vancouver, B.C.
Hoyt Metal Co., Toronto.
Owl Metal Co., Winnipeg.

Bait, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Barb Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Steel Co. of Canada, Ltd., The, Hamilton, Ont
Wood Vallance Ltd., Winnipeg, Man.

Barrel Covers
E. B. Eddy Co., Hull, Que.

Barrels, Steel
Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Batteries, Dry
Canadian National Carbon Co., Ltd., Toronto
Canada Dry Cells, Ltd., Winnipeg.
Great West Electric Co., Ltd., Winnipeg, Man.
Canadian General Electric Co., Toronto
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Batteries, Flashlight
Canadian National Carbon Co., Ltd., Toronto.
Dominion Battery Co., Ltd., Toronto, Ont.

Baths, Enamelled and Copper
Canada Metal Co., Toronto.

Bath Room Fixtures
American Enameled Products Co., Chicago, Ill.
The Gendron Mfg. Co., Ltd., Toronto.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Bale Ties
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Balts Cant Hook and Peavy
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Beekeepers' Supplies
Canadian Bee Supply & Honey Co., Ltd., The, Toronto.

Belting, Transmission, Elevator and Conveyor
Campbell Agencies, Toronto.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Belting, Cotton
Campbell Agencies, Toronto.
Dominion Belting Co., Hamilton, Ont.

Belting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd. Toronto.

Bends, Brass, Iron and Lead
Jas. Morrison Brass Mfg. Co., Toronto.

Bevels
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Bibbs, Basin and Bath Cocks, Compression
Jas. Morrison Brass Mfg. Co., Toronto.

Bibbs, Basin and Bath Cocks, Fuller
Jas. Morrison Brass Mfg. Co., Toronto.

Billet, Blooms and Slabs
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Blankets, Saddle
Burlington Windsor Blanket Co., Ltd., Toronto.
The Stauffer Dobbie Mfg Co., Ltd., Galt, Ont.

Blankets, Horse
J. J. Turner & Co, Peterboro, Ont.

Boilers
The Canadian John Wood Mfg. Co., Ltd., Toronto
The Gurney Foundry Co., Ltd., Toronto.

Boilers, Range
Canadian John Wood Mfg. Co., Toronto.

Bolts and Nuts
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
London Bolt & Hinge Works, London, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Northern Bolt, Screw & Wire Co., Owen Sound.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Stanley Works, The, New Britain, Conn.
Wilkinson & Kompass, Hamilton.
Wood Vallance Ltd., Winnipeg.

Bolts, Boiler Patch
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Coupling
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Bolts, Eye
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Bolts, Flush
Jas. Cartland & Sons, Ltd., Birmingham, Ont.

Bolts, Hanger Screw
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Railway
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Bolts, Stay
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Boring Bars
Williams & Co., J. H., Brooklyn, N.Y.

Boots, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Boot Calks and Tools
Steel Co. of Canada, The, Ltd., Hamilton.

Box Opening Tools
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Boxes, Tin
A. R. Whittall Can Co., Ltd, Montreal

Brads, Wire
The Western Wire & Nail Co., London, Ont.

Brake Lining
Renaud Motor Supply Co., Ltd., The, Montreal.

Brass Castings and Goods
Canada Metal Co., Toronto.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
Jas. Morrison Brass Mfg. Co., Toronto.
Penberthy Injector Co., Ltd., Windsor, Ont.
Stratford Brass Co., Ltd., Stratford, Ont.

Brass, Sheets and Rods
A. C. Leslie & Co, Montreal.
Canada Metal Co., Toronto.
Graham Nail Works, The, Toronto.
Laidlaw Bale Tie Co., Hamilton.
Steel Co. of Canada, The, Ltd., Hamilton.
Stanley Works, The, New Britain, Conn.

Balers, Steel
Climax Baler Co., Hamilton.
Spielman Agencies, Montreal.

Barn Door Hangers
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton.
The Stanley Works, New Britain, Conn.
Taylor-Forbes Co., Guelph, Ont.

Baskets
Walter Woods & Co., Hamilton.

Is There an Alien Menace in Canada?

IN THE years of war, people were quick to grasp the possibilities of danger that lie in Alien sympathies. But people quickly forget, and therein lies the danger for it is in the insidious breaking down of the ties of loyalty, that goes on in the piping times of peace, that makes the menace of the days of war.

In "The Stranger in Our Midst" the simple story of a school teacher's experience in foreign settlements in the West there lies a reproach and a warning, a reproach in that such things can be, and a warning that they may not happen again.

This is only one of the many stories and articles that make the June 15th issue of MacLean's Magazine of outstanding interest.

These are some other points of interest:

FICTION

"The Little Warrior"—Pelham Grenville Wodehouse's inimitable story.

"The Parts Men Play"—Arthur Beverly Baxter.

"The Sunset Homesteader"—Will E. Ingersoll.

"The Beetle and the Butterfly"—C. W. Stephens.

ARTICLES

"What Must Be Done?"—Mrs. Murphy's suggestions of a remedy for the drug menace.

"We Must Reform Dress"—Marian Keith.

"Gentlemen of the Fourth Estate"—The story of men who begin life in newspaper offices.

The Best From Everywhere

In the Review of Reviews department will be found the best articles from all magazines and periodicals the world over. Look at these titles and authors:

"Belgium Has Come Back"—by Frederick Palmer.

"How the English Came to Be"—by Rudyard Kipling.

"Eight Billions Wasted"—by Thomas V. Merle.

"Mankind Needs Change of Heart"—by Sir Philip Gibbs.

"Give Labor a Square Deal"—by Charles M. Schwab.

"The Slow Conquest of America"—by Forrest Crissey.

"Know Your Own Car"—by Alexander C. Johnson.

"Sending Pictures by Telegraph"—by Milton W. Stoddard.

MACLEAN'S

"CANADA'S NATIONAL MAGAZINE"

June 15th Issue Now on Sale at All Newsdealers

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Bearings
Burgess-Norton Mfg. Co., Geneva, Ill.

Bit, Braces
Caverhill, Learmont & Co., Montreal.

Black Lead
John Oakey & Co., Ltd., London, Eng.

Black Sheets
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Blacksmith Supplies
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Blasting Supplies
Dupont Powder Co., Wilmington, Del.

Boilers, Range
The Canadian John Wood Mfg. Co., Ltd., Toronto.

Box Strapping
The Stanley Works, New Britain, Conn.

Bits, Auger
E. C. Atkins & Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Smythes, Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Bits, Forstner
Progressive Mfg. Co., Torrington, Conn.

Bits, Extension
The Crescent Co., Meriden, Conn.

Bits, Expansive
The Crescent Co., Meriden, Conn.

Bits, Electrician
The Crescent Co., Meriden, Conn.

Bicycles
Canada Cycle & Motor Co., Toronto.
Hyslop Bros., Ltd., Toronto.
Iver Johnson Arms & Cycle Works, Ltd., Fitchburg, Mass.

Bicycle Parts
Burgess-Norton Mfg. Co., Geneva, Ill.

Birch Seats
Canadian Veneering Co., Montreal, Que.

Brackets, Shelf
Canada Steel Goods Co., Hamilton.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Stanley Works, New Britain, Conn.

Braces
Vaughan & Bushnell, Chicago, Ill.

Brake Lining
Northern Electric Co., Ltd., Montreal.
Renaud Motor Supply Co., Ltd., Montreal, Que.

Bread and Cake Makers
Thos. Davidson Mfg. Co., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.

Breast Drills
Stanley Rule & Level Co., New Britain, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Brooms
The Megantic Broom Co., Lake Megantic, Que.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.
Walter Woods & Co., Ltd., Hamilton.

Brush and Broom Manufacturers
The Boeckh Company, Limited, Toronto.
Meakins & Sons, Ltd., Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Walter Woods & Co., Hamilton.

Brushes, Shaving, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Floor, Manufacturers
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Ltd., Hamilton, Ont.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, General, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Brushes, Scrub, Shoe and Stove, Manufacturers
The Boeckh Company, Ltd., Toronto.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.
Stevens-Hepner Co., Ltd., Port Elgin, Ont.

Building Papers
The Barrett Co., Ltd.
Alex. McArthur & Co., Montreal, Que.

Butter Molds
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Walter Woods & Co., Hamilton, Can.

Butter Tubs (Covered)
E. B. Eddy Co, Ltd., Hull, Que.

Butter Workers
Beatty Bros., Ltd., Fergus, Ont.

Butts and Hinges
Canada Foundries & Forgings, Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Caverhill, Learmont & Co., Montreal.
Chicago Spring Butt Co., Chicago, Ill.
The Stanley Works, New Britain, Conn.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Burrs
The Stanley Works, New Britain, Conn.
Steel Co. of Canada, Ltd., Hamilton.
Parmenter & Bulloch, Gananoque.

Builders' Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton.
Jas. Cartland & Son, Ltd., Birmingham, Eng.
Caverhill, Learmont & Co., Montreal.
National Hardware Co., The, Orillia, Ont.
The Stanley Works, New Britain, Conn.
Stratford Brass Co., Ltd., Stratford, Ont.
White & Colquhoun, Glasgow, Scotland.

Builders' Supplies
The Barrett Co., Ltd.

Bumpers, Auto
The Concrete Bumper Co., Windsor, Ont.

Bumpers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cabinet Hardware
Stratford Brass Co., Ltd., Stratford, Ont.

Calks, Boot
The Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Calipers and Dividers
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Caliper Gauges
Williams & Co., J. H., Brooklyn, N.Y.

Camp Furniture and Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Cans
The A. R. Whittall Can. Co., Ltd., Montreal.

Cans, Oil
The A. R. Whittall Can. Co., Ltd., Montreal.
Cannon Oiler Co., Keithsburg, Ill.

Can Openers
The Crescent Co., Meriden, Conn.

Carborundum
Carborundum Co., Niagara Falls, N.Y.

Carbon Reducers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carbon Removers
The Dustbane Mfg. Co., Ottawa, Ont.
Evans & Co., Ltd., Montreal, Que.

Carriage Hardware
Stratford Brass Co., Ltd., Stratford, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carriage Top Materials
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Carpet, Sweepers
Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, Ont.
Caverhill, Learmont & Co., Montreal.
Walter Woods & Co., Hamilton.

Carriers, Hay
Beatty Bros., Ltd., Fergus, Ont.

Cartridges
Dominion Cartridge Co., Ltd., Montreal.
Remington Arms-Union Metallic Cartridge Co., Windsor.

Cash Carriers
Gipe-Hazard Store Service Co., Toronto.

Cash Registers
The Nationaal Cash Register Co. of Canada, Ltd., Toronto.

Casters
Canada Foundries & Forgings, Ltd., Brockville.
The Faultless Caster Co., Evansville, Ind.
National Hardware Co., The, Orillia, Ont.

Catches, Screen Door
Burgess-Norton Mfg. Co., Geneva, Ill.

Cable Carriers
Gipe-Hazard Store Service Co., Toronto.

Cellar Drainers
The Penberthy Injector Co., Ltd., Windsor, Ont.

Cement
The Barrett Co., Ltd

Cement, Asbestos
Canadian Asbestos Co., Montreal, Que.

Cement, Liquid
The Northwestern Chemical Co., Marietta, Ohio.

Cement, Metallic
The Dominion Metal Co., Ltd., Sherbrooke, Que.

Cement, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Cement, Roofing
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Chains, Coil, Broom, Hammock, Tether, Dog, Halter, Cow, Breast, Trace, Tire
The Imperial Bit & Snap Co., Racine, Wis.

Chains, Cut-Link
The Niagara Falls Metal Stamp's Works, Niagara Falls, N.Y.

Chains (Tire)
The Dominion Chain Co., Niagara Falls, Ont.
Northern Electric Co., Ltd., Montreal.

Chain Pipe Wrenches
J. H. Williams & Co., Brooklyn, N.Y.

Chair Seats
Canadian Veneering Co., Acton Vale, Que.

Chamois Skins
Evans & Co., Ltd., Montreal, Que.

Chisels, Cape, Cold, etc.
Brown-Boggs Co., Ltd., Hamilton.
Caverhill, Learmont & Co., Montreal.
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Checking Floor Hinges
Chicago Spring Butt Co., Chicago, Ill.

Chemical Specialties
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
Vol-Peek Mfg. Co., Montreal.

Choppers, Food
Landers, Frary & Clark, New Britain, Conn.
New Standard Hardware Works, Mount Joy, Pa.

Choppers, Ice
Burgess-Norton Mfg. Co., Geneva, Ill.

Chucks
E. Edelmann & Co., Chicago, Ill.
Jacobs Mfg. Co., Hartford, Conn.
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Chucks, Tap
Wells Bros. of Canada, Galt.

Churns, Hand and Power
Beatty Bros., Ltd., Fergus.
Caverhill, Learmont & Co., Montreal.
Dowswell, Lees Co, Hamilton.
Landers, Frary & Clark, New Britain, Conn.
Maxwells Ltd., St. Marys, Ont.
Walter Woods & Co., Ltd., Hamilton.

Clamps "C"
J. H. Williams & Co., Brooklyn, N.Y.

Clamps, Mitre and Draw
Burgess-Norton Mfg. Co., Geneva, Ill.

Clamps
Canada Foundries & Forgings, Ltd., Brockville.
Williams & Co., J. H., Brooklyn, N.Y.

Cleavers
Burgess-Norton Mfg. Co., Geneva, Ill.

Clippers, Horse and Cow
Chicago Flexible Shaft Co., Chicago, Ill.

Closet Seats
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Clothes Dryers
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Dowswell, Lees Co., Ltd., Hamilton, Can.

Clothes Line (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Western Wire & Nail Co., London, Ont.

Clothes Pins
Wm. Cane & Sons, Ltd., Newmarket, Ont.
Megantic Broom Co., Lake Megantic, Que.

Clothes Racks
Walter Woods & Co., Ltd., Hamilton.

Collar Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto, Ont.

Coffee Percolaters and Urns
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Landers, Frary & Clark, New Britain, Conn.

Corrugated Fasteners
Steel Co. of Canada, Ltd., Hamilton.
The Stanley Works, New Britain, Conn.

Conveyors, Overhead
Beatty Bros., Ltd., Fergus, Ont.

Coal Hods
Thos. Davidson Mfg. Co., Montreal, Que.

Cobblers' Sets
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Coke, Furnace, Foundry and Domestic
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Conductor Pipe, Hooks, Heads, etc.
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Connecting Rods
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Williams & Co., J. H., Brooklyn, N.Y.

Containers
The A R. Whittall Can. Co., Ltd., Montreal.

Cookers, Feed
Anthes Foundry Co., Ltd., Winnipeg, Man.

Cooking Ware, Glass
The Corning Glass Works, Corning, N.Y.

Coping Saws
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Cotton Duck
Scythes & Co., Ltd., Toronto, Ont.

Cotton Gloves
American Pad & Textile Co., Chatham.

Cotter Pins
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Cordage
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Consumers Cordage Co., Montreal.
Doon Twines Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and North Plymouth, Mass.
Scythes & Co., Ltd., Toronto, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Corners, Chest
The Brainerd Mfg. Co., East Rochester, N.Y.

Counters
Thomas Lewis Arnett, Souris, Man.

Counterbores
John Morrow Screw & Nut Co., Ltd., Ingersoll.

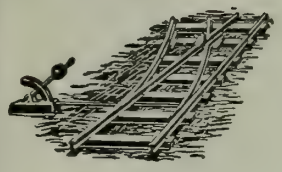
Counter-sinks
The Crescent Co., Meriden, Conn.

Couplings, Pipe
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Crank Pulls (Wire)
The Steel Co. of Canada, Ltd., Hamilton, Ont.

G R

MINISTRY OF MUNITIONS



THE DISPOSAL BOARD HAVE

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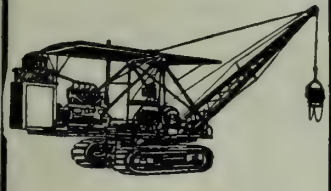


Ferrous and Non-Ferrous Metals

Plant and Machinery

Steam Engines and Boilers

Factory Stores

Machine Tools

Railway Material

Contractors' Stores

Electrical Instruments and Machinery

Medical Stores

Chemical and Explosives

Motor Vehicles

Agricultural Machinery

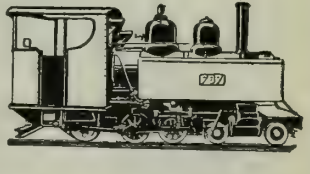
Aircraft

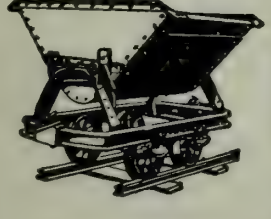
Furniture

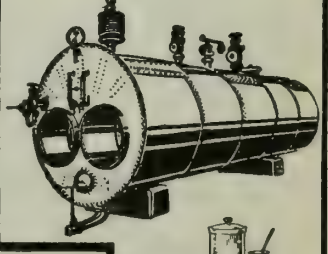
Textiles and Clothing

Boots and Leather Equipment

Motor Boats, etc., etc.

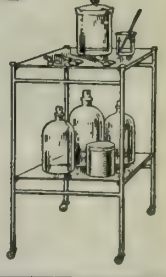






Buyers should instruct their representatives in the United Kingdom to communicate with D. B. 8 Canadian Export Department, Ministry of Munitions, Whitehall Place, S.W.

Cable address: "DISPEXPORT, MUNORGIZE, LONDON."



If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Crank Shafts
Williams & Co., J. H., Brooklyn, N.Y.

Crowbars
B. J. Coghlin & Co., Montreal.

Cultivators
C. S. Norcross & Sons, Bushnell, Ill.

Cutlery
The Acme Shear Co., Bridgeport, Conn.
Bridgeport Hdwe. Mfg. Co., Bridgeport, Conn.
Burgess-Norton Mfg. Co., Geneva, Ill.
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Wm. A. Rogers Co., Ltd., Toronto
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
James Hutton & Co., Montreal.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
Lewis Bros., Ltd., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Oneida Community, Ltd., Oneida, N.Y.
Henry Rogers, Son & Co., Ltd., Sheffield, Eng.
Wm. Rogers Mfg. Co., Niagara Falls, Ont.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Cutters
Butterfield & Co., Inc., Rock Island, Que.
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Cuspidors
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Cuspidors (Fibreware)
E. B. Eddy Co., Ltd., Hull, Que.

Dairy Pails
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Dampers, Stove Pipe
Can. Foundries & Forgings, Brockville, Ont.

Desks, School
Can. Foundries & Forgings, Brockville, Ont.

Diaphragms, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Dies, Stocks, etc.
The Borden Canadian Co., Toronto.
Butterfield & Co., Rock Island, Que.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Wells Bros. Co. of Canada, Galt.

Display Racks and Stands
Cameron & Co., Toronto.

Doors
Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Door Bolts
Canada Steel Goods Co., Hamilton, Can.
The Stanley Works, New Britain, Conn.

Door Knobs
Cartland & Son, Ltd., James, Birmingham, Eng.

Door Checks
Canadian Yale & Towne, St. Catharines.

Door Hangers
Allith Mfg. Co., Hamilton, Ont.
Can. Foundries & Forgings, Ltd., Welland, Ont.
Canada Steel Goods Co., Hamilton, Can.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Door Springs
Jas. Cartland & Son, Ltd., Birmingham, Eng.
The Kasement Skrene Dore Co., Toronto.

Door Pulls
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Kasement Skrene Dore Co., Toronto.
Stratford Brass Co., Ltd., Stratford, Ont.

Drills, Breast
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.
North Bros. Mfg. Co., Philadelphia, Pa.

Drill Chucks
Goodell-Pratt Co., Greenfield, Mass.

Drills, Blacksmiths'
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Drills
Butterfield & Co., Rock Island, Que.
Goodell-Pratt Co., Greenfield, Mass.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain, Conn.
Wilkinson & Kompass, Hamilton, Ont.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville, Ont.

Drop Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
Williams & Co., J. H., Brooklyn, N.Y.
Spielmann Agencies, Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Dry Colors
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Sherwin-Williams Co., Ltd., Montreal.
Ottawa Paint Works, Ottawa.
A. Ramsay & Son Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Martin-Senour Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Dry Cells
Canada Dry Cells, Ltd., Winnipeg.
Canadian National Carbon Co., Toronto.
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Ltd., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Montreal.

Dusters
Channell Chemical Co., Toronto.

Dynamite
Du Pont American Industries, Wilmington, Del.

Eavetrough
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Wheeler & Bain, Toronto.

Egg Beaters
Collette Mfg. Co., Collingwood.

Egg Cases
Walter Woods & Co., Hamilton.

Egg Case Fillers
Walter Woods & Co., Hamilton.

Ejectors and Syphons
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Elbows
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Electric Bells
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Fans
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Electric Fixtures
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Electric Grates
Barton-Netting Co., Ltd., Windsor, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.

Electric Lighting Supplies
Northern Electric Co., Ltd., Montreal.
The Barton-Netting Co., Ltd., Windsor, Ont.

Electric Motors and Generators
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Electric Specialties
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
The Clemens Electrical Corporation, Hamilton.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Landers, Frary & Clark, New Britain, Conn.
National Electric Heating Co., Toronto.
The Equator Mfg. Co., Hamilton, Ont.
The Renaud Motor Supply Co., Ltd., Montreal.
Northern Electric Co., Ltd., Montreal.
Spielmann Agencies, Montreal.

Electric Supplies
Canadian General Electric Co., Ltd., Toronto.
Harvey Hubbell Co. of Canada, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
Munderloh & Co., Ltd., Montreal, Que.

Emery Glass and Papers
John Oakey & Sons, London, Eng.

Emery (Grain and Sheets)
James Hutton & Co., Montreal, Que.
John Oakey & Co., Ltd., London, Eng.

Emery Wheel Dressers
Burgess-Norton Mfg. Co., Geneva, Ill.

Enamels
The Barrett Co., Ltd.
Sturgeons, Ltd., Toronto.

Enamelled Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
Sheet Metal Products Co. of Canada, Ltd., Toronto
Wood Vallance Ltd., Winnipeg, Man.

Engines, Gasoline
The London Gas Power Co., London, Ont.

Engines, Oil
Canadian Fairbanks-Morse Co., Ltd., Montreal.

Engine Studs
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Equipment, Store
Thomas Lewis Arnett, Winnipeg.
Cameron & Co., Toronto.
Duluth Show Case Co., Duluth, Minn.

Escutcheon Pins
Parmenter & Bulloch Co., Ltd., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Explosives
Du Pont American Industries, Wilmington, Del.

Extinguishers, Fire
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Fanlight Openers
Jas. Cartland & Sons, Ltd., Birmingham, Eng.

Farm Implements
The Christiansen Implement Ltd., Winnipeg.

Farm Lighting Outfits (Systems)
Canadian General Electric Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fasteners, Storm, Sash and Screen
Burgess-Norton Mfg. Co., Geneva, Ill.
Stratford Brass Co., Ltd., Stratford, Ont.
The Stanley Works, New Britain, Conn.

Faucets, Petroleum
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Boxes
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Feed Cookers
Wheeler & Bain, Toronto.

Felts (Tarred and Carpet)
The Barrett Co., Ltd.
D. J. Ladd & Co., Winnipeg.
Alex. McArthur & Co., Montreal, Que.

Fencing and Gates
Banwell-Hoxie Wire Fence Co., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Co., Hamilton, Ont.
Standard Tube & Fence Co., Woodstock.
Steel Co. of Canada, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fencing, Staples and Hooks
The Western Wire & Nail Co., London, Ont.

Fences, Woven Wire, Farm and Ornamental
Banwell-Hoxie Wire Fence Co., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
Wheeler & Bain, Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Fenders for Buggy and Carriage
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Files
E. C. Atkins Co., Hamilton, Can.
G. & H. Barnett Co., Philadelphia, Pa.
Henry Disston & Sons, Ltd., Philadelphia, Pa.
The Ingersoll File Co., Ingersoll, Ont.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Nicholson File Co., Port Hope, Ont.
Simonds Canada Saw Co., Montreal.
Wilkinson & Kompass, Hamilton, Ont.
Wood Vallance Ltd., Winnipeg, Man.

Fillers
Boston Varnish Co., Everett St'n, Boston, Mass.

Fire Arms
Colts Patent Fire Arms Mfg. Co., Hartford, Conn.
Iver Johnson Arms & Cycle Works, Fitchburg, Mass.

Fire Door Fittings
Allith Mfg. Co., Ltd., Hamilton, Ont.
Taylor-Forbes Co., Guelph, Ont.

Fire Extinguishers
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Department Supplies
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Fire Escapes
The Dennis Wire & Iron Wks. Co., Ltd., London

Fire Pails
E. B. Eddy Co., Ltd., Hull, Que.

Fireplace Fixtures, Open Gates, Basket Grates, Dampers and Dumps
The Barton Netting Co., Ltd., Windsor, Ont.
The Enterprise Foundry Co., Sackville, N.B.

Fireplace Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Fishing Tackle and Accessories
Marble Arms & Mfg. Co., Gladstone, Mich.

Flags
Scythes & Co., Ltd., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Flashlights, Electric
Canadian General Electric Co., Ltd., Toronto.
Canadian National Carbon Co., Toronto.
Crown Cycle & Motor Co., Montreal.
Dominion Battery Co., Ltd., Toronto, Ont.
Great West Electric Co., Ltd., Winnipeg, Man.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Flatware
Canadian Wm. A. Rogers, Toronto.
Oneida Community, Ltd., Oneida, N.Y.

Floats
Empire Level Mfg. Co., Milwaukee, Wis.

Flower Pots
E. B. Eddy Co., Ltd., Hull, Que.

Fly Swatters
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Food Choppers
J. and C. S. Bolinders, Mek Verst A. B., Stockholm, Sweden.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Flint Cloths
John Oakey & Sons, London, Eng.

Floor Checks, Single or Double
Chicago Spring Butt Co., Chicago, Ill.

Floor Dressing
Imperial Oil Co., Ltd., Toronto, Ont.

Floor Stands
Jenkins Bros., Ltd., Montreal.

Foot Valves
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Foot Warmers
The Chicago Flexible Shaft Co., Chicago, Ill.

Force Cups
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Forgings
Can. Foundries & Forgings, Ltd., Welland, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Forgings, Drop
Can. Foundries & Forgings, Ltd., Welland, Ont.

Fruit Jars
Walter Woods & Co., Hamilton.

Don't Say Drills!

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THE BUYERS' GUIDE

Funnels
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.

Furnaces
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Ltd., Sackville, N.B.
Findlay Bros. Co., Ltd., Carleton Place, Ont.
The Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Furniture Polish
Buffalo Specialty Co., Buffalo, N.Y.
Canada Paint Co., Ltd., Montreal.
Channell Chemical Co., Toronto.
Duskil Mop Company of Canada, Ltd., London.
Imperial Oil Co., Ltd., Toronto.
Sherwin-Williams Co., Ltd., Montreal.

Fuses, Electric
Northern Electric Co., Ltd., Montreal.

Fuses, Electric, Refillable
Northern Electric Co., Ltd., Montreal.
Clemens Electrical Corporation, Hamilton.

Fuse Wire
Northern Electric Co., Ltd., Montreal.
Canada Metal Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Galvanized Iron Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Galvanized Pipe
Canada Metal Co., Ltd., Toronto.

Galvanized Steel Sheets
Dominion Sheet Metal Co., Ltd., Hamilton.
A. C. Leslie & Co., Montreal.

Galvanized Ware
Thos. Davidson Mfg. Co., Ltd., Montreal, Que.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Galvanized Steel Sheets
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Galvanizing
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Garden Cultivators and Weeders
C. S. Norcross & Sons, Bushnell, Ill.
Eureka Planter Co., Woodstock.

Garage Hardware
Allith Mfg. Co., Ltd., Hamilton, Ont.
Canada Steel Goods Co., Hamilton, Ont.
The Stanley Works, New Britain, Conn.
Wood Vallance Ltd., Winnipeg, Man.

Garbage Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels, Toronto.

Gas Water Heaters
Jas. Morrison Brass Mfg. Co., Toronto.

Gaskets, Copper
The Renaud Motor Supply Co., Ltd., Montreal.

Gaskets, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Gasoline
Imperial Oil Co., Ltd., Toronto, Ont.
Prairie City Oil Co., Winnipeg.

Gasoline Engines
Beatty Bros., Ltd., Fergus, Ont.

Gasoline Lamps
Hamilton Gas Mantle Co., Hamilton, Ont.

Gates, Galvanized
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.

Gates, Steel and Wire
Banwell-Hoxie Wire Fence Co., Hamilton.
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Gauges
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
Stanley Rule & Level Co., New Britain, Conn.
Wells Bros. Co. of Canada, Galt.
Williams & Co., J. H., Brooklyn, N.Y.

Gauges, Water (Standard Extra Heavy Automatic)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Gauge Cocks, Standard and Extra Heavy
The Penberthy Injector Co., Ltd., Windsor, Ont.

General Rubber Specialties
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
The Vander Linde Rubber Co., Toronto.

Generators
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Glass, Art
Ontario Plate Glass, Ltd., Hamilton, Ont.
Hobbs Mfg. Co., Montreal, Que.

Glass Benders
Toronto Plate Glass Importing Co., Toronto.

Glass, Carriage
Hobbs Mfg. Co., Montreal, Que.

Glass Cutters
The Crescent Co., Meriden, Conn.
Goodell-Pratt Co., Greenfield, Mass.

Glass Cutting Boards
The Lufkin Rule Co. of Canada, Ltd., Windsor.

Glass, Door
Hobbs Mfg. Co., Montreal, Que.

Glass, Fancy
Hobbs Mfg. Co., Montreal, Que.

Glass, Window, Plate, Ornamental
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
A. Ramsay, Son & Co., Montreal.
The Regina Plate Glass Co., Regina, Sask.
The Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Sask.
Sanderson-Pearcy Co., Toronto.
G. F. Stephens & Co., Ltd., Winnipeg.
Stewart & Wood, Ltd., Toronto.
Toronto Plate Glass Importing Co., Toronto.
Wood Vallance Ltd., Winnipeg, Man.

Glaziers' Diamonds
A. Ramsay, Son & Co., Montreal.
Sharratt & Newth, London, England.
A. Shaw & Son, London, Eng.

Gloves and Mitts
American Pad & Textile Co., Ltd., Chatham, Ont.
The Hamilton Carhartt Co., Ltd., Toronto.

Glue
Stewart & Wood, Ltd., Toronto.

Glue, Sheet and Ground
R. C. Jamieson & Co., Ltd., Montreal.
A. Ramsay, Son & Co., Montreal.

Golf Bags
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Golf Balls
Dunlop Tire & Rubber Goods Co., Ltd., Toronto

Gopher Poison
Anton Mickelson Co., Ltd., Winnipeg, Man.

Grates
The Barton Netting Co., Ltd., Windsor, Ont.

Grease and Oil Cups
The Penberthy Injector Co., Ltd., Windsor, Ont.

Greases
Prairie City Oil Co., Ltd., Winnipeg, Man.
The Renaud Motor Supply Co., Ltd., Montreal, Que.

Grease Guns
E. Edelmann & Co., Chicago, Ill.
Beatty Bros., Ltd., Fergus, Ont.
Stevens & Co., New York.

Grinders, Hand and Power
The American Grinder Mfg. Co., Milwaukee, Wis.
The Carborundum Co., Niagara Falls, N.Y.
The Star Specialty Mfg. Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Western Hardware Mfg. Co., Milwaukee, Wis.

Grinding Wheels
The Carborundum Co., Niagara Falls, N.Y.

Grindstones
The Carborundum Co., Niagara Falls, N.Y.
The Cleveland Stone Co., Cleveland, Ohio.

Grindstone Fixtures
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Cleveland Stone Co., Cleveland, Ohio.

Guards, Wire
Canada Wire & Iron Goods Co., Hamilton, Ont.
C. H. Johnson & Sons, Montreal, Que.

Guns
Birmingham Small Arms Co., Ltd., Birmingham, England.
Caverhill, Learmont & Co., Montreal.
The Fraser Co., Agents B.S.A., Montreal, Que.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corp'n, Utica, N.Y.

Gun Parts
The Fraser Co., Agents B.S.A., Montreal, Que.

Gunsights
Marble Arms & Mfg. Co., Gladstone, Mich.

Hack Saws
Brown & Sharpe Mfg. Co., Providence, R.I.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Miller Falls Co., Miller Falls, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Blades
E. C. Atkins & Co., Hamilton, Ont.
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.
Henry Disston & Sons, Ltd., Toronto.

Hack Saw Frames
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Brown & Sharpe Mfg. Co., Providence, R.I.
Henry Disston & Sons, Ltd., Toronto.
Goodell-Pratt Co, Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Hack Saw Machines
Diamond Saw & Stamping Works, Buffalo, N.Y.
Goodell-Pratt Co., Greenfield, Mass.

Hame Chains
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Hammers
Canada Foundries & Forgings, Brockville, Ont.
Stanley Rule & Level Co., New Britain, Conn.
Vaughan & Bushnell, Chicago, Ill.

Hammocks
The Stauffer Dobbie Co., Ltd., Galt, Ont.

Hand Drills
Goodell-Pratt Co., Greenfield, Mass.

Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Handles, Chest and Drawer
Burgess-Norton Mfg. Co., Geneva, Ill.
The Brainerd Mfg. Co., East Rochester, N.Y.

Handles, Crank, Balance, Machine
J. H. Williams & Co., Brooklyn, N.Y.

Hand Oil Pumps
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Hand Pulls
North Bros. Mfg. Co., Philadelphia, Pa.

Hand Taps
Wells Bros. of Canada, Galt, Ont.

Hangers, Barn Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hangers, Door
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Canada Steel Goods Co., Hamilton, Can.
F. E. Myers & Bro., Ashland, Ohio.
Taylor-Forbes Co., Guelph, Ont.
The Stanley Works, New Britain, Conn.

Hangers, Door and Track
Allith Mfg. Co., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
Canada Steel Goods Co., Hamilton, Can.

Hangers, Storm, Sash and Screen
The Stanley Works, New Britain, Conn.

Hardware, Carriage and Automobile
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Hardware, Door
The Hamilton Stove & Heater Co., Hamilton.

Hardware Jobbers
Towe & Towe, London, Ont.

Hardware Specialties
Allith Mfg. Co., Ltd., Hamilton, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Burgess-Norton Mfg. Co., Geneva, Ill.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Stratford Brass Co., Ltd., Stratford, Ont.
Taylor-Forbes Co., Guelph, Ont.

Hardware Store Fittings
Stratford Brass Co., Ltd., Stratford, Ont.

Harness Hardware
Samuel Trees & Co., Ltd., Toronto.

Hatchets
Burgess-Norton Mfg. Co., Geneva, Ill.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Marble Arms & Mfg. Co., Gladstone, Mich.
Stover Mfg. & Engine Co., Freeport, Ill.

Hasps
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Brainerd Mfg. Co., East Rochester, N.Y.
Canada Steel Goods Co., Hamilton.

Hawks, Aluminum
Empire Level Mfg. Co., Milwaukee, Wis.

Headlights, Auto
Northern Electric Co., Ltd., Montreal.
Canadian Lamp & Stamping Co., Ford, Ont.

Headlight, Glass
Hobbs Mfg. Co., Montreal, Que.

Heaters
Anthes Foundry, Ltd., Winnipeg, Man.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Foundry Co., Sackville, N.B.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Jas. Morrison Brass Mfg. Co., Ltd., Toronto.
Jas. Stewart Mfg. Co., Ltd., Woodstock, Ont.

Heaters, Auto
Chicago Flexible Shaft Co., Chicago, Ill.

Heaters, Electric
Northern Electric Co., Ltd., Montreal.

Heavy Hardware Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.

Heels and Soles, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Goodyear Tire & Rubber Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Hinges, Box and Refrigerator
The Brainerd Mfg. Co., East Rochester, N.Y.

Hinges, Ornamental
The Stanley Works, New Britain, Conn.

Hooks, Hat and Coat
Can. Foundries & Forgings, Ltd., Brockville, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Hinges, Spring
Taylor-Forbes Co., Guelph, Ont.

Hinges, Strap and Tee
Canada Steel Goods Co., Hamilton, Can.
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Hockey Sticks
J. H. Still Mfg. Co., St. Thomas.

Hoes
Ward & Payne, Sheffield, Eng.

Hoists
Manitoba Bridge & Iron Works, Ltd., Winnipeg.

Hoist Hooks
Williams & Co., J. H., Brooklyn, N.Y.

Hollow Ware
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Horse Blankets and Horse Covers
J. J. Turner & Sons, Ltd., Toronto.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

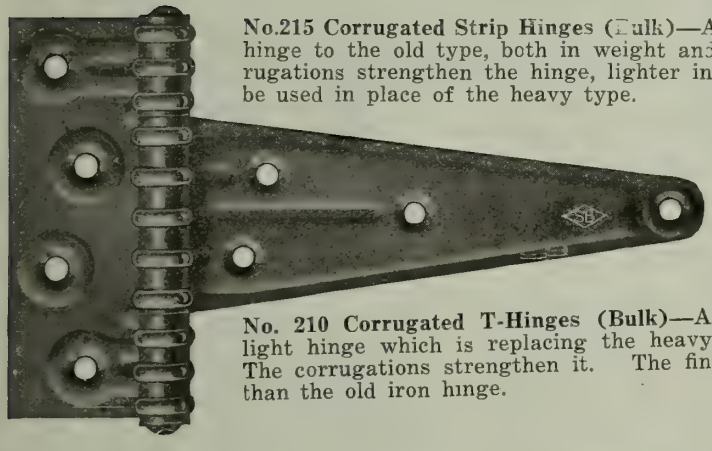
Horse Slingers
Collins Mfg. Co., Toronto.

Hones, Razor
The Carborundum Co., Niagara Falls, N.Y.

Hooks, Coat and Hat
The Brainerd Mfg. Co., East Rochester, N.Y.
Jas. Cartland & Sons, Ltd., Birmingham, Eng.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

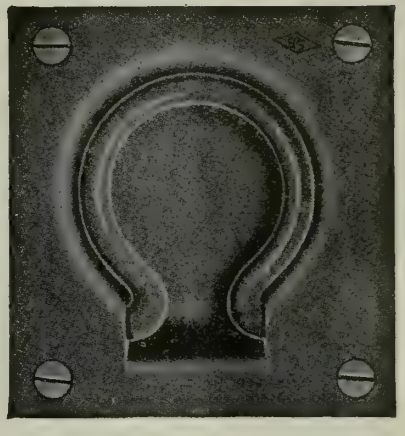
New SB *Lines*

Door *and* Chest Hardware



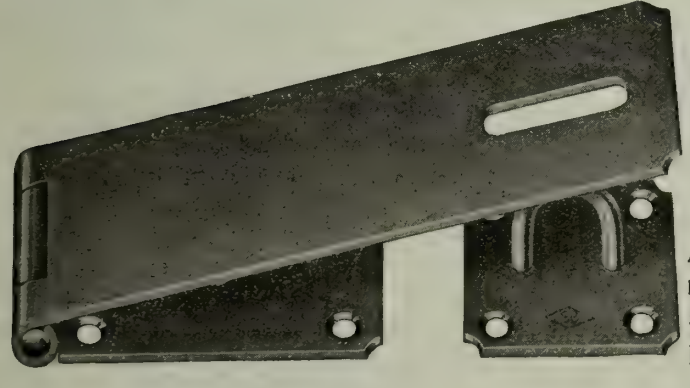
No.215 Corrugated Strip Hinges (Bulk)—A far superior hinge to the old type, both in weight and finish—corrugations strengthen the hinge, lighter in weight, can be used in place of the heavy type.

No. 210 Corrugated T-Hinges (Bulk)—A strong, neat, light hinge which is replacing the heavy type hinge, The corrugations strengthen it. The finish is better than the old iron hinge.



NO. 1215 JAPANNED TRAP DOOR RINGS

Size 3½" Wrought Steel Flush Trap Door Rings, Baked Japan Finish. Packed ½ dozen in carton with japanned screws. Supplied also in galvanized or plated finish at additional cost.



Some of our new lines

Ask for our new Catalog showing complete line.

NO. 1205 CHEST HANDLES

Made of best quality deep drawing steel, with heavy, easy grip handle, japanned. Also supplied in galvanized or plated finish at additional cost. Packed ¼ dozen pairs in box with screws.

No. 815 Wrought Steel Safety Hasps—Finished in Bright, Japan or Galvanized, made of wrought steel with hinged joints and concealed screw holes, which make it safe. Made in sizes 3-ins., 4½-ins. and 6-ins. Packed one dozen in carton.

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H. E. O. Bull, Montreal, Que. N. J. Dinnen, Winnipeg, Man. A. T. Chambers, Vancouver, B. C.

If interested, tear out this page and with letters to be answered.

THE BUYERS' GUIDE

Hooks, Fish
Lodgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Horns, Electric Motor
The Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.

Horse Covers, Rubber
J. J. Turner & Sons, Ltd., Peterboro, Ont.

Horse Shoes
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Wilkinson & Kompass, Hamilton.

Horse Shoe Pads
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Hose, Fittings and Supplies
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Caverhill, Learmont & Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Hot Air Registers
Barton Netting Co., Limited, Windsor, Ont.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont.

Household Pails
E. B. Eddy Co., Hull, Que.

Ice Cream Freezers
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
North Bros. Mfg. Co., Philadelphia, Pa.

Ice Picks
The Crescent Co., Meriden, Conn.

Incubators
Collins Mfg. Co., Toronto.

Indicators, Speed
H. Disston & Son, Ltd., Toronto.
L. S. Starrett Co., Athol, Mass.

Indurated Ware
E. B. Eddy Co., Ltd., Hull, Que.

Injectors, Automatic
Jas. Morrison Brass Mfg. Co., Toronto.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Injectors, Auto-Positive
The Penberthy Injector Co., Ltd., Windsor, Ont.

Insecticides
The Graselli Chemical Co., Ltd., Toronto.

Instruments of Precision
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.

Iron, Merchants Bar
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron, Corrugated
Canada Metal Co., Toronto

Iron Handles
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Iron, Horse Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Iron and Steel Bars
Caverhill, Learmont & Co., Montreal.
Dominion Iron & Steel Co., Sydney, N.S.
A. C. Leslie & Co., Ltd., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
Nova Scotia Steel Co., New Glasgow, N.S.

Iron, Bar
London Rolling Mill Co., Ltd., The, London, Ont.

Irons
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Iron for Staybolts
London Rolling Mill Co., Ltd., The, London, Ont.

Irons, Gas and Gasoline
National Stamping & Electric Works, Chicago.

Ironwork, Builders'
The Dennis Wire & Iron Works, Ltd., London.

Jack Planes
Stanley Rule & Level Co., New Britain, Conn.

Jack Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Japans
Boston Varnish Co., Everett Stn., Boston, Mass.

Kettles
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Keyhole Saws
E. C. Atkins & Co., Hamilton, Ont.
Bridgeport Hardware Co., Bridgeport, Conn.

Kiddie Kars
Canadian K.K. Co., Ltd., Elora, Ont.

Kitchen Ware
Thos. Davidson Mfg. Co., Ltd., Montreal.

Knives, Beet
E. C. Atkins & Co., Hamilton, Ont.

Knives, Corn
E. C. Atkins & Co., Hamilton, Ont.

Knives, Machine
E. C. Atkins & Co., Hamilton, Ont.

Knives, Pocket and Table
Geo. Butler & Co., Ltd., Sheffield, Eng.
Jonathan Crookes & Son, Ltd., Sheffield, Eng.
James Hutton & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
Wiebusch & Hilger, New York.
Wood Vallance Ltd., Winnipeg, Man.

Knives, Drawing
The Crescent Co., Meriden, Conn.

Knives, Sportsmen's
Marble Arms & Mfg. Co., Gladstone, Mich.

Knives, Putty
Bridgeport Hardware Co., Bridgeport, Conn.

Knobs, Drawer
The Brainerd Mfg. Co., East Rochester, N.Y.

Ladders, Step, Extension, Store, etc.
Allith Mfg. Co., Ltd., Hamilton, Ont.
Beatty Bros., Ltd., Fergus, Ont.
John Calendar Mfg. Co., St. Paul, Minn.

Lamps, Nitrogen and Tungsten
Northern Electric Co., Ltd., Montreal.
Great West Electric Co., Ltd., Winnipeg, Man.

Lamp Black
L. Martin Co., New York, N.Y.
A. Ramsay & Son Co., Montreal.
Wilckes-Martin-Wilckes Co., New York.

Lamp Burners
Schultz Mfg. Co., Ltd., Hamilton, Ont.

Lamp Chimneys
Walter Woods & Co., Hamilton.

Lamp Coloring and Frosting
Great West Electric Co., Ltd., Winnipeg, Man.
Spielmann Agencies, Ltd., Montreal.

Lamps, Bicycle and Automobile
Dominion Battery Co., Ltd., Toronto, Ont.
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline
Hamilton Gas Mantle Co., Ltd., Hamilton, Ont.
National Stamping & Electric Wks., Chicago, Ill.

Lamps, Lanterns, Electric, Hand
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.
Canadian National Carbon Co., Toronto.
Dominion Battery Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
National Stamping & Electric Wks., Chicago, Ill.
Spielmann Agencies, Ltd., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Lamps, Electric
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal.

Lamps, Nitrogen
Northern Electric Co., Ltd., Montreal.

Lamps and Lanterns, Gasoline and Kerosene
National Stamping & Electric Works, Chicago.

Lanterns, Oil
Thos. Davidson Mfg. Co., Montreal.
Schultz Mfg. Co., Hamilton, Can.

Latches
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Gendron Mfg. Co., Ltd., Toronto.

Lathe Dogs, Drop-forged
Williams & Co., J. H., Brooklyn, N.Y.

Lathe Dogs
The Steel Co. of Canada, Ltd., Hamilton, Ont.
J. H. Williams & Co., Brooklyn, N.Y.

Lawn Mowers
Can. Foundries & Forgings, Ltd., Brockville.
The Eureka Planter Co., Ltd., Woodstock, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Lawn Sprinklers
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Lawn Trimmers
Imperial Bit & Snap Co., Racine, Wis.

Lead, Black
John Oakey & Sons, London, Eng.

Lead, Calking and Pig
The Great Western Smelting & Refining Co., Vancouver, B.C.

Lead, Sheets and Pipe
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Lead Traps and Bends
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.

Lead Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Lead Washers
Canada Metal Co., Ltd., Toronto.

Letters and Figures, Embossed
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.

Levels
Campbell Agencies, Toronto.
H. Disston & Sons, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
Goodell-Pratt Co., Greenfield, Mass.
J. Sand & Sons, Detroit, Mich.
Stanley Rule & Level Co., New Britain, Conn.
L. S. Starrett Co., Athol, Mass.

Levels, Aluminum
Campbell Agencies, Toronto.
Empire Level Mfg. Co., Milwaukee, Wis.
J. Sand & Sons, Detroit, Mich.

Level Glasses
Stanley Rule & Level Co., New Britain, Conn.

Levels, Masons'
Henry Disston & Sons, Inc., Philadelphia.
Empire Level Mfg. Co., Milwaukee, Wis.

Lines, Wire, Clothes
Walter Woods & Co., Hamilton.
Western Wire & Nail Co., London.

Linoleum Finishes
Boston Varnish Co., Everett Stn., Boston, Mass.

Linseed Oil
Brandram-Henderson, Montreal.
Dominion Linseed Oil Co., Baden and Toronto.
R. C. Jamieson & Co., Ltd., Montreal.
Ontario Oil & Turpentine Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
A. Ramsay & Son Co., Montreal.
Stewart & Wood, Toronto.

Locks
Can. Yale & Towne, Ltd., St. Catharines, Ont.
The Hamilton Stove & Heater Co., Hamilton.
White & Colquhoun, Glasgow, Scotland.

Lockers
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works Co., Ltd., London.

Locomotive Tools
Williams & Co., J. H., Brooklyn, N.Y.

Lubricants
Canadian Asbestos Co., Montreal, Que.

Lubricators (Sight-feed and Plain Engine)
The Penberthy Injector Co., Ltd., Windsor, Ont.

Lumber Tools
Thos. Pink & Co., Pembroke, Ont.
T. F. Shurly Co., Ltd., St. Catharines, Ont.

Machines, Double Cutting
E. C. Atkins & Co., Hamilton, Ont.

Machinists' Tools
Can. Foundries & Forgings, Ltd., Brockville, Ont.
J. H. Williams & Co., Montreal.

Malleable Iron Castings
The Gurney Foundry Co., Ltd., Toronto.

Mantles
The Barton Netting Co., Ltd., Windsor, Ont.
Thomas Lewis Arnett, Souris, Man.

Mantles, Gas
R. M. Moore & Co., Ltd., Vancouver, B.C.
Hamilton Gas Mantle Co., Hamilton, Can.

Marine Hardware
Scythes & Co., Ltd., Toronto, Ont.

Marine Supplies
Northern Electric Co., Ltd., Montreal.

Matches
E. B. Eddy Co., Hull, Que.

Mats and Matting, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.

Mauls
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Meat Choppers
Landers, Frary & Clark, New Britain, Conn.

Mechanical Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Metal Boxes and Drawers
Cameron & Co., Toronto.

Metals, Heavy and Shelf
Henry Rogers, Sons & Co., Ltd., Wolverhampton, Eng.

Metal Stampings
Kales Stamping Co., Ltd., Walkerville, Ont.
The Niagara Falls Metal Stamp'g Works, Niagara Falls, N.Y.
Walter H. Wickware, Ottawa.

Metals, Expanded, Ingot, Sheet, Tubes, etc.
Canada Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Hoyt Metal Co., Toronto.
A. C. Leslie & Co., Montreal.

Metal Specialties
Burgess-Norton Mfg. Co., Geneva, Ill.
Hamilton Stamp & Stencil Wks., Hamilton, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
O-Rib-O Mfg. Co., Winnipeg, Man.

Meters
Northern Electric Co., Ltd., Montreal.
Canadian General Electric Co., Toronto.

Menders, Graniteware, Pot and Pan
Collette Mfg. Co., Collingwood.
H. Nagle Co., Montreal.

Mica
Mica Co. of Canada, Ltd., Hull, Que.

Micrometers
Brown & Sharpe Mfg. Co., Providence, R.I.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Milk Cans
Thos. Davidson Mfg. Co., Ltd., Montreal.

Milk Pails
E. B. Eddy Co., Ltd., Hull, Que.

Mills, End
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Milling Cutters
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Millboard
E. B. Eddy Co., Ltd., Hull, Que.

Mirrors
Hobbs Mfg. Co., Montreal, Que.
Ontario Plate Glass, Ltd., Hamilton, Ont.
Saskatchewan Glass & Supply Co., Ltd., Moose Jaw, Saskatchewan.
Toronto Plate Glass Importing Co., Toronto.

Mitre Boxes
E. C. Atkins & Co., Hamilton, Ont.
Goodell-Pratt Co., Greenfield, Mass.
Stanley Rule & Level Co., New Britain, Conn.

Mitre Box Saws
E. C. Atkins & Co., Hamilton, Ont.
H. Disston & Sons, Ltd., Toronto.

Molasses Gates
Can. Foundries & Forgings, Ltd. Brockville, Ont.

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Canadian Grocer	Dry Goods Review
Canadian Machinery	

Bi-Monthly
Sanitary Engineer

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THE BUYERS' GUIDE

Mops
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Duskil Mop Company of Canada, Limited, London

Motors
Canadian General Electric Co., Toronto.
Northern Electric Co., Ltd., Montreal.

Motor Cars
Ford Motor Co. of Canada, Ltd., Ford, Ont.

Motorcycles
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.

Motor Generators
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

Nails, Wire and Cut
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Canada Metal Co., Ltd., Toronto.
The Graham Nail Works, Toronto.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Western Wire & Nail Co., London, Ont.

Nail Pullers
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Nails, Horse Shoe
Steel Co. of Canada, Ltd., Hamilton.

Name Plate Transfers
Canada Decalcomania Co., Ltd., Toronto.
Steel Co. of Canada, Ltd., Hamilton, Ont.
Parmenter & Bulloch, Gananoque, Ont.
Western Wire & Nut Co., London.

Nipples
Steel Co. of Canada, Ltd., Hamilton.

Newsprint Paper
E. B. Eddy Co., Ltd., Hull, Que.

Nuts, Cold Pressed
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Hot Pressed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Nuts of Every Variety of Finish
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Nuts, Thumb
J. H. Williams & Co., Brooklyn, N.Y.

Oakum
Scythes & Co., Ltd., Toronto, Ont.

Oil Cans
Cannon Oiler Co., Keithsburg, Ill.

Oil, Coal
Imperial Oil Co., Ltd., Toronto.

Oils, Cylinder
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.

Oil Cake and Meal
Dominion Linseed Oil Co., Toronto.

Oil Hole Covers
Canadian Winkley Co., Windsor.

Oil, Motor, Road, Harness, Neatsfoot, Separator and Gas Engine
Imperial Oil Co., Ltd., Toronto.
Prairie City Oil Co., Winnipeg, Man.
Wood Vallance Ltd., Winnipeg, Man.

Oil Stoves
Thos. Davidson Mfg. Co., Detroit, Mich.
The Detroit Vapor Stove Co., Detroit, Mich.

Oil Storage and Distributing Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Oil Tanks and Pumps
S. F. Bowser Company, Ltd., Toronto, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Oiled Clothing
Scythes & Co., Ltd., Toronto, Ont.

Oilers
The All-Way Mfg. Co., Toronto.
Cannon Oiler Co., Keithsburg, Ill.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Ornamental Fence
Banwell Hoxie Wire Fence Co., Ltd., Hamilton.

Ornamental Iron and Wire Work
Canada Wire & Iron Goods Co., Hamilton, Ont.
Dennis Wire & Iron Works, London, Ont.

Packings
Consumers Cordage Co., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Ltd., Toronto.
Jenkins Bros., Ltd., Montreal.
Scythes, Ltd., Toronto.

Packers, Surface
Christiansen Implements Ltd., Winnipeg, Man.

Packing Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber Co., Ltd., Toronto.

Pads
E. B. Eddy Co., Ltd., Hull, Que.

Pads for Horses
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Paint, Ready Mixed, House, Barn, Roof, Flat Wall, Concrete, Floor, Cement, Aluminum, Marine and Deck
The Barrett Co., Ltd.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Montreal.
The Glidden Co., Ltd., Toronto.
R. C. Jamieson & Co., Montreal.
Imperial Varnish & Color Co., Toronto.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
A. Ramsay & Son Co., Montreal.
Sanderson Pearcy Co., Ltd., Toronto.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Ltd., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.

Paint Brushes
The Boeckh Company, Ltd., Toronto.
Meakins & Sons, Hamilton.
T. S. Simms & Co., Ltd., Fairville, St. John, N.B.

Paint and Varnish Remover
Brandram-Henderson, Ltd., Montreal, Que.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Montreal.
Martin-Senour Co., Ltd., Montreal.
Sherwin-Williams Co., Montreal.
A. Ramsay & Son Co., Montreal.
Wood Vallance Ltd., Winnipeg, Man.

Painters' Supplies
Stewart & Wood, Ltd., Toronto.

Paint Oil Storage and Handling Systems
S. F. Bowser Company, Ltd., Toronto, Can.

Paper Balers
Climax Baler Co., Hamilton.
Spielmann Agencies, Montreal.

Paper, Building
D. J. Ladd & Co., Winnipeg.

Parcel Carriers
Gipe-Hazard Store Service Co., Montreal.

Paris Green
Canada Paint Co., Montreal.
McArthur-Irwin, Ltd., Montreal.
Sherwin-Williams Co., Montreal.

Paper Bags
E. B. Eddy Co., Ltd., Hull, Que.
Walter Woods & Co., Hamilton.

Paper Napkins
E. B. Eddy Co., Ltd., Hull, Que.

Patches
The Locktite Patch Co., Windsor, Ont.

Pails
E. B. Eddy Co., Ltd., Hull, Que.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pails, Household
E. B. Eddy Co., Ltd., Hull, Que.

Pails, Wooden
Wm. Cane & Sons Co., Ltd., Hull, Que.

Pails, Galvanized and Tin
The Leslie Tinware Co., Ltd., Hamilton.

Perforated Sheet Metals
Canada Wire & Iron Goods Co., Hamilton, Ont.
B. Greening Wire Co., Ltd., Hamilton.

Percolators, Coffee
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal
Landers, Frary & Clark, New Britain, Conn.

Phosphor Tin and Copper
The Great Western Smelting & Refining Co., Vancouver, B.C.

Phonographs
Jas. H. Cummings, 180 North State St., Chicago., Illinois.

Pick Handles
J. H. Still Mfg. Co., St. Thomas, Ont.

Pigeon Nests
E. B. Eddy Co., Ltd., Hull, Que.

Pig Iron
A. C. Leslie & Co., Ltd., Montreal.
Nova Scotia Steel Co., New Glasgow, N.S.
Steel Co. of Canada, Ltd., Hamilton.

Pins, Escutcheon
Parmenter & Bulloch, Gananoque.

Pins, Taper
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Pipe Cutters (Stand)
Trimont Mfg. Co., Roxbury (Boston, Mass.)

Pipe Cleaners
The Chamberlain Desolvo Co., Toronto.

Pipe Cutters
The Borden Canadian Co., Toronto.

Pipe Stocks and Dies
Wells Bros. Co. of Canada, Ltd., Galt.

Pipe, Black and Galvanized
American Rolling Mills, Middletown, Ohio.
Canada Metal Co., Toronto.
Canadian Tube & Iron Co., Ltd., Montreal.
Caverhill, Learmont & Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
Thos. Davidson Mfg. Co., Ltd., Montreal.

Pipe, Galvanized Conductor
Thos. Davidson Mfg. Co., Ltd., Montreal.
Wheeler & Bain, Toronto.

Pipe, Lead
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Pipe, Rain Water Conductor
Canada Metal Co., Toronto.

Pipe, Stove and Furnace
Collins Mfg. Co., Toronto.

Pipe Straps
Walter H. Wickware, Ottawa.

Pipe, Wrought, Black and Galvanized
Steel Co. of Canada, Ltd., The, Hamilton., Ont.

Piston Pins
Burgess-Norton Mfg. Co., Geneva, Ill.

Piston Rod Packing
Dunlop Tire & Rubber Co., Ltd., Toronto.

Piston and Valve Packings
The Barrett Co., Ltd.

Pistols
Colts Patent Fire Arms, Hartford, Conn.
Iver Johnson's Arms & Cycle Works, Fitchburg, Mass.
Savage Arms Corpn., Utica, N.Y.

Pitch
Scythes & Co., Ltd., Toronto, Ont.

Planes
Caverhill, Learmont & Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.

Planters, Corn
The Eureka Planter Co., Woodstock, Ont.

Pliers, Cutting
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Pliers, Combination
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Can. Foundries & Forgings, Ltd., Brockville.
Goodell-Pratt Co., Greenfield, Mass.

Plugs, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Plumbers' Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Plumbers' Tools
J. H. Williams & Co., Brooklyn, N.Y.

Plyers
F. W. Lamplough & Co., Montreal.
Vaughan & Bushnell, Chicago, Ill.

Polishes, Auto and Furniture
The Army and Navy Mfg. Products, Reg'd. Montreal
Buffalo Specialty Co., Buffalo, N.Y.
Canadian Polishes Ltd., Hamilton, Ont.
Channell Chemical Co., Ltd., Toronto.
Imperial Oil Co., Ltd., Toronto.

Polishing Heads
Goodell-Pratt Co., Greenfield, Mass.

Polishes, Floor
Stewart & Wood, Ltd., Toronto.

Polishes, Metal
Canadian Polishes Ltd., Hamilton, Ont.
Stewart & Wood, Ltd., Toronto.

Polishes, Knife
Jas. Oakey & Sons, Ltd., London, Eng.

Poles, Electric Light
Northern Electric Co., Montreal.

Pole Line Material
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Posts, Angle Iron
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

Post Hole Diggers
Can. Foundries & Forgings Ltd., Brockville, Ont.
Taylor-Forbes Co., Ltd., Guelph, Ont.

Pots, Flower
The Foster Pottery Co., Hamilton, Ont.

Pottery
The Foster Pottery Co., Hamilton, Ont.

Poultry Netting
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
A. C. Leslie & Co., Ltd., Montreal.
B. Greening Wire Co., Ltd., Hamilton.

Poultry Leg Bands
Rideau Specialty Co., Smith's Falls, Ont.

Powder Smokeless
E. I. du Pont de Nemours & Co., Wilmington. D.

Price Cards
The Weaver-Beach Co., Rochester, N.Y.

Prisms, Sidewalk
Hobbs Mfg. Co., Montreal, Que.

Pumps
Beatty Bros., Ltd., Fergus.
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
R. McDougall Co., Ltd., Galt.
F. R. Myers & Bro., Ashland, Ohio.
The Smart-Turner Machine Co., Ltd., Hamilton Ont.

Pumps, Engine-driven Tire
The Kellogg Co., Rochester, N.Y.

Pump, Hand and Power, for Paints, Oils, Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont

Pumps, Curb, for Oil and Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Self-measuring
S. F. Bowser Company, Ltd., Toronto, Can.

Pumps, Semi-rotary
Can. Foundries & Forgings, Limited, Brockville, Ont.
The Hamilton Motor Works, Ltd., Hamilton, Ont.

Pumps, Gasoline
S. F. Bowser Company, Ltd., Toronto, Can.

Pump Oilers
Cannon Oiler Co., Keithsburg, Ill.

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H. E. O. Bull, 184 Mance St., Montreal
H. F. Moulden & Son, Confederation Life Bldg., Winnipeg
M. Bryan, 24 Aldgate, London, Eng.
Norman Jessiman, 505 Hastings St. West, Vancouver, B.C.

If interested, tear out this page and keep with letters to be answered.

THE BUYERS' GUIDE

Punches, Centre Drive, etc.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
Mayhew Steel Products, Inc., New York.
Stanley Rule & Level Co., New Britain, Conn.

Punches, Belt
E. C. Atkins & Co., Hamilton, Ont.

Punches, Ticket
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.

Putty
Brandram-Henderson, Montreal
R. C. Jamieson & Co., Ltd., Montreal.
Canada Paint Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son Co., Montreal.
Steel Co. of Canada, Ltd., Hamilton.
G. F. Stephens & Co., Ltd., Winnipeg.
Sewart & Wood, Toronto.
Sherwin-Williams Co., Montreal

Pneumatic Tubes
Gipe-Hazard Store Service Co., Toronto.

Putty Irons
The A. R. Whittal Can. Co., Ltd., Montreal.

Pulleys
The Aero Mfg. Co., Ltd., Sherbrooke, Que.
Canada Foundries & Forgings, Ltd., Brockville, Ont.

Quoits
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Racks, Hay
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Radiators
The Gurney Foundry Co., Ltd., Toronto.

Radiator Repair Liquid
Northwestern Chemical Co., Marietta, Ohio.
"X" Laboratories, New York.

Radiator Valves
Canadian Fairbanks-Morse Co., Ltd., Montreal.
Jenkins Bros., Ltd., Montreal.

Railway Tie Plates
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Railroad Supplies, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Jas. Morrison Brass Mfg. Co., Toronto.

Rakes
Shurly-Dietrich Co., Ltd., Galt, Ont.
Ward & Payne, Sheffield, Eng.

Rasps
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Razors
Geo. Butler & Co., Ltd., Sheffield, Eng.
The Canadian Sales Co., Toronto.
Dorken Bros. & Co., Montreal, Que.
Caverhill, Learmont & Co., Montreal.
Geneva Cutlery Co., Geneva, N.Y.
James Hutton & Co., Montreal.
Gillette Safety Razor Co., Ltd., Montreal.
F. W. Lamplough & Co., Montreal.
Landers, Frary & Clark, New Britain, Conn.
The Mab Co., Birmingham and Sheffield, Eng.
A. Macfarlane & Co., Limited, Montreal, Que.
Wiebusch & Hilger, New York.

Ratchet Drills
Goodell-Pratt Co., Greenfield, Mass.

Reamers
Butterfield & Co., Rock Island, Que.
John Morrow Screw & Nut Co., Ltd., Ingersoll.
Wilt Twist Drill Co. of Canada, Ltd., Walkerville

Reciprocating Drills
Goodell-Pratt Co., Greenfield, Mass.

Refrigerators
Thos. Davidson Mfg. Co., Ltd., Montreal.
Sanderson-Harold Co., Ltd., Paris, Ont.

Reels, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Refrigerator Drip Pans
E. B. Eddy Co., Ltd., Hull, Que.

Registers (Hot Air)
Canada Foundries & Forgings, Brockville.
Enterprise Mfg. Co., Sackville, N.B.
Jas. Stewart Mfg. Co., Woodstock, Ont

Rifles
The Fraser Co., Agents B.S.A., Montreal, Que.

Rivets
Manitoba Steel & Iron Co., Ltd, Winnipeg, Man.
Parmenter-Bulloch Co., Gananoque, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Rivet Burrs
The Union Iron & Metal Co., Ltd., Toronto.

Robes, Sleeping
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Rod Ends
J. H. Williams & Co., Brooklyn, N.Y.

Rods, Fishing
Ludgate, Ryder, Thomas & Co., Redditch, Eng.
Thomas Tully, Riverside, Ill.

Rods, Piston and Pump
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Rods, Radius Ford
Burgess-Norton Mfg. Co., Geneva, Ill.

Rods, Straightened
The Graham Nail Works, Toronto.

Roofing Cement and Paint
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Roofing, Ready
The Barrett Co., Ltd.
Brantford Roofing Co., Ltd., Brantford, Ont.
D. J. Ladd & Co., Winnipeg.
Geo. W. Reed & Co., Ltd., Montreal, Que.
Standard Paint Co. of Canada, Ltd., Montreal.
Alex. McArthur & Co., Montreal, Que.

Roofing, Rubber
Canadian Asestos Co., Montreal, Que.
The Barrett Co., Ltd.
Geo. W. Reed & Co., Ltd., Montreal, Que.

Rope
Doon Twines, Ltd., Kitchener, Ont.
Plymouth Cordage Co., Welland, Ont., and Plymouth, Mass.
Consumers Cordage Co., Montreal, Que.
Independent Cordage Co., Toronto, Ont.

Rope, Wire
Canada Wire and Iron Goods Co., Hamilton, Ont.

Rosin
Ontario Oil & Turpentine Co., Ltd., Toronto, Ont

Rubber Products
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Gutta Percha & Rubber, Ltd., Toronto.

Rules
Brown & Sharpe Mfg. Co., Providence, R.I.
Jas. Chesterman & Co., Sheffield, Eng.
The Lufkin Rule Co., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.
L. S. Starret Co., Athol, Mass.

Rules, Steel, Straight and Folding Rules, Folding Boxwood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Rules, Spring Joint
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Rules, Board and Log
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.
The Stanley Rule & Level Co., New Britain, Conn.

Sand Paper
United States Sand Paper Co., Williamsport, Pa.

Saddlery Hardware
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Saws, Buck
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Crosscut and Band
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Sawset
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.
Taylor-Forbes Co., Limited, Guelph, Ont.

Saws, Compass
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Coping
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.

Saws, Butchers' and Kitchen
E. C. Atkins & Co., Hamilton, Ont.
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saws, Hand and Circular
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
Huther Bros. Saw Mfg. Co., Rochester, N.Y.
T. F. Shurly Co., Ltd., St. Catharines, Ont.
Simonds Canada Saw Co., Montreal.
Shurly-Dietrich Co., Ltd., Galt, Ont.

Saw Blades, Hack
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Saw Frames, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saw Guards
E. C. Atkins & Co., Hamilton, Ont.

Saws, Hack
E. C. Atkins & Co., Hamilton, Ont.
The Crescent Co., Meriden, Conn.
Henry Disston & Sons, Inc., Philadelphia.
The Millers Falls Co., Millers Falls, Mass.

Saw Machines, Hack
E. C. Atkins & Co., Hamilton, Ont.

Saws, Keyhole
E. C. Atkins & Co., Hamilton, Ont.
Henry Disston & Sons, Inc., Philadelphia.

Scissors
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.

Scales
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Northern Electric Co., Montreal.

Scales, Machinists'
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont

Screws
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man

Screws, Set and Cap
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Thumb
John Morrow Screw & Nut Co., Ltd., Ingersoll.
J. H. Williams & Co., Brooklyn, N.Y.

Screws, Milled from the Bar
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Screws, Wood
The Steel Co. of Canada, Ltd., Hamilton.

Screens
Canada Wire & Iron Goods Co., Hamilton, Ont.

Screen Doors
The Kasement Skrene Dore Co., Toronto.
J. H. Williams & Co., Brooklyn, N.Y.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screen Windows
The Kasement Skrene Dore Co., Toronto.
Sanderson-Harold Co., Ltd., Paris, Ont.

Screw Drivers
Burgess-Norton Mfg. Co., Geneva, Ill.
The Crescent Co., Meriden, Conn.
E. Edelmann & Co., Chicago, Ill.

Screw Machines
Stratford Brass Co., Ltd., Stratford, Ont.

Screws of all Kinds
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Seats
Canadian Veneering Co., Acton Vale, Que.

Sewing Machines
Northern Electric Co., Ltd., Montreal, Que.

Shades, Electric
Canadian General Electric Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Shears
The Acme Shear Co., Bridgeport, Conn.
Wiebusch & Hilger, New York.

Shearing Machines, Sheep
Chicago Flexible Shaft Co., Chicago, Ill.

Sheathing
The Barrett Co., Ltd.

Sheeting
Alex. McArthur & Co., Montreal, Que.

Sheets, Galvanized and Black
American Rolling Mills, Middleton, Ohio.
A. C. Leslie & Co., Montreal, Que.
Dominion Sheet Metal Co., Hamilton.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Sheets, Black Steel
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Shelving
Thomas Lewis Arnett, Souris, Man.

Shellac
Stewart & Wood, Ltd., Toronto.

Shock Absorbers
The Star Specialty Mfg. Co., Chicago, Ill.

Shot
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Show Cases
Cameron & Co., Toronto.
The Duluth Show Case Co., Duluth, Minn.
Thomas Lewis Arnett, Souris, Man.

Sifters, Ash
The Leslie Tinware Co., Ltd., Ottawa, Ont.
J. Samuels & Co., Toronto.

Sights, Gun and Rifle
Marble Arms & Mfg. Co., Gladstone, Mich.

Signs, Street
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Silverware
Caverhill, Learmont & Co., Montreal, Que.
Can. Wm. A. Rogers Co., Ltd., Toronto.
Oneida Community, Ltd., Niagara Falls, Ont.
Messrs. Wm. Rogers and His Son, Niagara Falls, Ont.

Silver-plated Ware
Oneida Community, Ltd., Niagara Falls, Ont.

Sinks
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Ski
The Northland Ski Mfg. Co., St. Paul, Minn.

Ski Accessories, Bindings, Wax and Poles
The Northland Ski Mfg. Co., St. Paul, Minn.

Skates
Canada Cycle & Motor Co., Ltd., Weston, Ont.

Sledges, Blacksmith, Coal, Stone
Canada Foundries & Forgings, Ltd., Brockville.
Warren Forge & Tool Co., Warren, Ohio.

Snips (Tinners')
Wiebusch & Hilger, New York.

Snow Shoes
The Northland Ski Mfg. Co., St. Paul, Minn.

Snow Shoe Harness
The Northland Ski Mfg. Co., St. Paul, Minn.

Sockets, Wire Rope
J. H. Williams & Co., Brooklyn, N.Y.

Solder
The British Smelting & Refining Co., Montreal.
Canada Metal Co., Toronto.
Hoyt Metal Co., Toronto.
The Great Western Smelting & Refining Co., Vancouver, B.C.
Northern Electric Co., Montreal.
Owl Metal Co., Ltd., Winnipeg.
Geo. W. Reed, Montreal.

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A weekly message to the whole hardware trade of Canada through Hardware & Metal is productive, profitable and reliable "business insurance" for the future.

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THE BUYERS' GUIDE

Soldering Paste
Canada Metal Co., Toronto.
The Hoyt Metal Co., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.

Soldering Irons (Electric)
The Clemens Electrical Corporation, Hamilton.

Solderall
Thos. Davidson Mfg. Co., Ltd., Montreal.

Solder, Silver
John Morrow Screw & Nut Co., Ltd., Ingersoll.

Soles, Half
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.
Goodyear Tire & Rubber Co. of Canada, Ltd., Toronto, Ont.

Soap Dishes
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Spark Plugs
Apollo Plug Mfg. Co., Ltd., Birmingham, Eng.
Canada Cycle & Motor Co., Ltd., Weston, Ont.
The Canadian General Electric Co., Toronto.
The Canadian National Carbon Co., Ltd., Toronto.
The Champion Ignition Co., Flint, Mich.
Great West Electric Co., Ltd., Winnipeg, Man.
Champion Spark Plug Co., Windsor, Ont.
Dominion Battery Co., Ltd., Toronto, Ont.
W. T. Evans, 1684 St. Urbain St., Montreal.
The Fyrac Mfg. Co., 350 McKinnon Bldg., Toronto
Hyslop Bros., Toronto.
Northern Electric Co., Ltd., Toronto.
Machine & Stamping Co., Ltd., Toronto.
Walker, Vallance, Limited, Hamilton, Ont.
Wood, Vallance Ltd., Winnipeg, Man.

Spanners
Williams & Co., J. H., Brooklyn, N.Y.

Spice Tubs
E. B. Eddy Co., Ltd., Hull, Que.

Spiders
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Spikes, Eavetrough
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Spoke Shaves
E. C. Atkins & Co., Hamilton, Ont.
Stanley Rule & Level Co., New Britain, Conn.

Sponges
Evans & Co., Ltd., Montreal, Que.
Stewart & Wood, Ltd., Toronto.

Sponge Baskets
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Sportsmen's Specialties
The Marble Arms & Mfg. Co., Gladstone, Mich.

Sprayers
Collins Mfg. Co., Toronto.
Thos. Davidson Mfg. Co., Ltd., Montreal.
Eureka Planter Co., Woodstock.
Spramotor Co., London, Ont.

Springs
B. J. Coghlin Co., Ltd., Montreal, Que.
Guelph Spring & Axle Co., Ltd., Guelph, Ont.

Springs, Windmill
Burgess-Norton Mfg. Co., Geneva, Ill.

Spring Dies
Wells Bros. Co. of Canada, Galt.
The Crescent Co., Meriden, Conn.

Squares
The Crescent Co., Meriden, Conn.

Stable Fittings
Beatty Bros., Fergus, Ont.
Canada Foundries & Forgings, Brockville.

Stains
The Barrett Co., Ltd.
Brandram-Henderson, Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
R. C. Jamieson & Co., Ltd., Montreal.
Martin-Senour Co., Ltd., Montreal.
McArthur-Irwin, Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Sons Co., Montreal.
The Ottawa Paint Works, Limited, Ottawa.
Sanderson Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
Spielmann Agencies Ltd., Montreal.
G. F. Stephens & Co., Winnipeg.
Stewart & Wood, Toronto.
Sturgeons, Ltd., Toronto.

Stains (Wood Preservatives)
Caron Brothers, Montreal, Que.

Stampings
The Leslie Tinware Co., Ltd., Ottawa, Ont.
National Hardware Co., The, Orillia, Ont.
Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Staples
Canada Steel Goods Co., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Steel Co. of Canada, Ltd., Hamilton.
Western Wire & Nail Co., London.

Staples. Bed
Steel Co. of Canada, Ltd., The, Hamilton, Ont.

Steamers and Boilers
Thos. Davidson Mfg. Co., Ltd., Montreal.

Steel, Reinforcing
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bars for Reinforcement
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Barrels
The Smart-Turner Machine Co., Ltd., Hamilton, Ont.

Steel, Strip
Dominion Sheet Metal Co., Ltd., Hamilton.

Steel Lockers and Shelving
Dennis Wire & Iron Works, London, Ont.

Steel Ingots, Open Hearth
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel, Mild, Sleigh Shoe, Tire
Canadian Rolling Mills Co., Ltd., Montreal.
Canadian Tube & Iron Co., Ltd., Montreal.
London Rolling Mill Co., London, Ont.
Manitoba Steel & Iron Co., Winnipeg, Man.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Steel Bands
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.

Steel, Merchant Bars
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Stencils and Ink
Hamilton Stamp & Stencil Co., Hamilton.

Store Fixtures
Cameron & Co., Toronto.
Thomas Lewis Arnett, Winnipeg.
The Duluth Show Case Co., Duluth, Minn.

Store Front Constructon, Metal
Hobbs Mfg. Co., Montreal, Que.

Stoves and Ranges
Beach Foundry Co., Ltd., Ottawa, Ont.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Empire Stove & Furnace Co., Ltd., Owen Sound, Ont.
Enterprise Foundry Co., Sackville, N.B.
Findlay Bros. & Co., Ltd., Carleton Place, Ont.
The Galt Stove & Furnace Co., Ltd., Galt, Ont.
The Gurney Foundry Co., Ltd., Toronto.
Hall-Zryd Foundry Co., Ltd., Hespeler, Ont.
The Hamilton Stove & Heater Co., Hamilton, Ont.
Jas. Stewart Mfg. Co., Ltd., Woodstock.

Stoves, Gas and Coal
Burrow, Stewart & Milne Co., Ltd., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.

Stoves, Gasoline
National Stamping & Electric Works, Chicago.

Stove Linings
Geo. W. Reed, Montreal.

Stove Pipe
Collins Mfg. Co., Toronto.
O-Rib-O Mfg. Co., Winnipeg, Man.
Thos. Davidson Mfg. Co., Ltd., Montreal.
The Leslie Tinware Co., Ltd., Ottawa, Ont.

Stoves, Vapor Oil
The Detroit Vapor Stove Co., Detroit, Mich.

Stretchers, Wire
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Burgess-Norton Mfg. Co., Geneva, Ill.

Sulphate of Ammonia
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Sweat Pads
American Pad & Textile Co., Chatham.
Burlington Windsor Blanket Co., Toronto.

Switches, Switchboards
Canadian General Electric Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Montreal.

Swivels, Hook
J. H. Williams & Co., Brooklyn, N.Y.

Tacks
The Canada Tack & Nail Co., Ltd., Hamilton, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tacks, Shoe
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tanks, Steel, Air Pressure and Pneumatic
The Canadian John Wood Mfg. Co., Ltd., Toronto

Tanks, Cistern
Beatty Bros., Ltd., Fergus, Ont.

Tanks, Galvanized Steel
Beatty Bros., Ltd., Fergus, Ont.

Tanks for Paint Oils, Oil, Gasoline, Kerosene, etc.
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks and Pumps, Lubricating Oil Storage
S. F. Bowser Company, Ltd., Toronto, Ont.

Tanks, Wood
Beatty Bros., Ltd., Fergus, Ont.

Taps
Butterfield & Co., Rock Island, Que.
Wells Bros. Co. of Canada, Galt, Ont.

Tap Holders
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.

Tapping Attachments
Wells Bros. of Canada, Galt.

Tape, Rubber Friction
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Tapes, Measuring, Steel and Wood
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tapes, Measuring
Brown & Sharpe Mfg. Co., Providence, R.I.
Caverhill, Learmont & Co., Montreal.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
L. S. Starrett Co., Athol, Mass.

Tapes, Pocket
Lufkin Rule Co. of Canada, Ltd., Windsor, Ont.

Tarpaulin
Scythes & Co., Ltd., Toronto, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Tea Pots and Urns, Tea Ball
Landers, Frary & Clark, New Britain, Conn.

Tents
J. Pickles, Winnipeg, Man.
Scythes & Co., Toronto, Ont.
J. J. Turner & Sons, Ltd., Peterboro, Ont.
The Woods Mfg. Co., Ltd., Ottawa, Ont.

Terne Plates
A. C. Leslie & Co., Ltd., Montreal.

Thimbles, Smoke Pipe
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Tie Plates
The Steel Co. of Canada, Ltd., Hamilton, Ont.

Tiling, Walls and Floor
Barton Netting Co., Windsor, Ont.

Tiling, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Co., Ltd., Toronto.

Tinsmiths' Machinery
Brown-Boggs Co., Hamilton, Ont.

Tinware
The Leslie Tinware Co., Ottawa, Ont.

Tin Plate
O-Rib-O Mfg. Co., Winnipeg, Man.

Tire Carriers, Automobile
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Tires and Tubes, Automobile, Motor Truck and Bicycle
Northern Electric Co., Ltd., Montreal.
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Hurtubise, Ltd., Montreal, Que.
Hyslop Bros., Toronto, Ont.
The F. E. Partridge Rubber Co., Ltd., Guelph.
The Vander Linde Rubber Co., Toronto.

Ties, Wall and Veneer
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.

Tire Covers
American Pad & Textile Co., Ltd., Chatham, Ont.

Tire Patch
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Locktite Mfg. Co., Windsor, Ont.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Tire Accessories
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber, Ltd., Toronto.
Northern Electric Co., Ltd., Montreal.
The Vander Linde Rubber Co., Toronto.

Toboggans
The Northland Ski Mfg. Co., St. Paul, Minn.

Toboggan Cushions and Accessories
The Northland Ski Mfg. Co., St. Paul, Minn.

Toilet Paper
E. B. Eddy Co., Ltd., Hull, Que.

Tools, Blacksmiths'
Jardine & Co., Ltd., A. B., Hespeler, Ont.

Tools, Cement
E. C. Atkins & Co., Hamilton, Ont.

Tools
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Chicago Flexible Shaft Co., Chicago, Ill.
B. J. Coghlin Co., Ltd., Montreal, Que.
The Crescent Co., Meriden, Conn.
Jardine & Co., Ltd., A. B., Hespeler, Ont.
The Millers Falls Co., Millers Falls, Mass.
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J. J. Turner & Sons, Ltd., Peterborough, Ont.
Ward & Payne, Sheffield, Eng.

Tools, Garden
Ward & Payne, Sheffield, Eng.

Tools, Harvest
Beatty Bros., Ltd., Fergus, Ont.
F. E. Myers & Bro., Ashland, O.

Tools, Logging and Lumbering
Thos. Pink Co., Ltd., Pembroke, Ont.

Tool Holders (Cutters)
Williams & Co., J. H., Brooklyn, N.Y.

Tools, Machinists'
Brown & Sharpe Mfg. Co., Providence, R.I.
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Jas. Chesterman & Co., Ltd., Sheffield, Eng.
Goodell-Pratt Co., Greenfield, Mass.
L. S. Starrett Co., Athol, Mass.

Tools, Small
J. H. Williams & Co., Brooklyn, N.Y.

Tools, Trowel
E. C. Atkins & Co., Hamilton, Ont.

Towel Bars
American Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Toys
American Flyer Mfg. Co., Chicago, Ill.
Canadian K.K. Co., Ltd., Elora, Ont.
James H. Cummings, Chicago, Ill.
Thos. Davidson Mfg. Co., Montreal, Que.
Gendron Mfg. Co., Ltd., Toronto.
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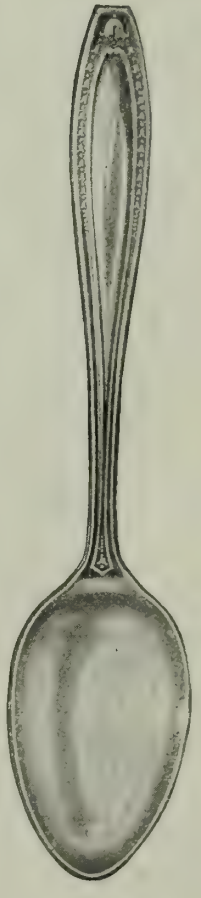

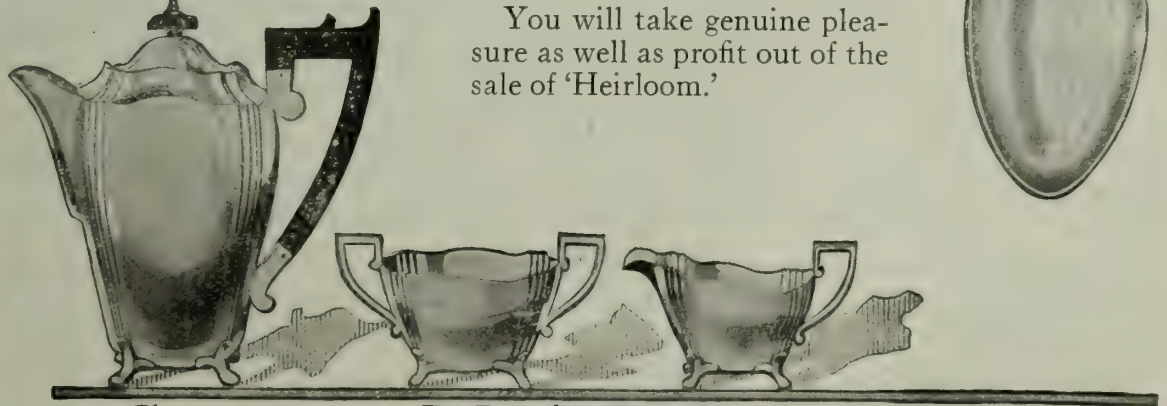

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J. H. Butcher & Co., Birmingham, Eng.

Transfer Decalcomania
Canada Decalcomania Co., Ltd., Toronto.

Traps, Brass, Iron, Lead
Canada Metal Co., Toronto.

Traps, Game
The Niagara Falls Metal Stamping Works, Niagara Falls, N.Y.
Oneida Community, Ltd., Niagara Falls, Ont.

Traps, Steam
H. W. Johns-Manville Co., Toronto, Ont.

Troughs
Beatty Bros., Fergus, Ont.

Trammel Points
Stanley Rule & Level Co., New Britain, Conn.

Troughs, Hog
Beatty Bros., Ltd., Fergus, Ont.

Trowels
H. Disston & Sons, Toronto.
Bridgeport Hdwe. Mfg. Corp., Bridgeport, Conn.
Ward & Payne, Sheffield, Eng.

Trucks, Motor
The Ford Motor Co. of Canada, Ltd., Ford, Ont.

Trucks, Warehouse
Can. Foundries & Forgings, Ltd., Brockville, Ont.
Kribs Ltd., Wm. A., Hespeler, Ont.

Try Squares
H. Disston & Sons Co., Toronto.
Stanley Rule & Level Co., New Britain, Conn.

Trying Devices
Cleveland Stone Co., Cleveland, Ohio.

Tungsten Lamps
Great West Electric Co., Ltd., Winnipeg, Man.
Northern Electric Co., Ltd., Montreal.

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Ward & Payne, Sheffield, Eng.

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Wm. Cane & Sons Co., Newmarket, Ont.

Tubs, Butter (Covered)
E. B. Eddy Co., Ltd., Hull, Que.

Tubes, Auto, Truck and Bicycle
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto
Gutta Percha & Rubber Ltd., Toronto.

Tubing, Steel
Standard Tube & Fence Co., Woodstock.

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Americaan Enameled Products Co., Chicago, Ill.
Kinzinger, Bruce & Co., Niagara Falls, Ont.

Turpentine
Ontario Oil & Turpentine Co., Ltd., Toronto.
Stewart & Wood, Toronto.

Twines
Consumers' Cordage Co., Montreal.
Doon Twines, Ltd., Kitchener, Ont.
Scythes & Co., Ltd., Toronto.
Walter Woods & Co., Hamilton.

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Bissell Carpet Sweeper Co., of Canada, Ltd., Niagara Falls, N.Y.
Munderloh & Co., Ltd., Montreal, Que.
Northern Electric Co., Ltd., Montreal, Que.

Valve, Air
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Brass
Canadian Fairbanks-Morse Co., Ltd., Montreal.
The Penberthy Injector Co., Ltd., Windsor, Ont.

Valves, Foot
The Hamilton Motor Works, Ltd., Hamilton, Ont.

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Jenkins Bros., Montreal, Que.
The Penberthy Injector Co., Ltd., Windsor, Ont.
Jas. Morrison Brass Mfg. Co., Toronto.

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Dunlop Tire & Rubber Goods Co., Ltd., Toronto
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Gutta Percha & Rubber Ltd., Toronto.

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Berry Brothers, Walkerville.
Boston Varnish Co., Everett Station, Boston.
Brandram-Henderson, Ltd., Montreal.
Canada Paint Co., Ltd., Montreal.
Dougall Varnish Co., Ltd., Montreal.
Glidden Co., Ltd., Toronto, Ont.
Imperial Varnish & Color Co., Ltd., Toronto.
International Varnish Co., Ltd., Montreal.
McArthur Irwin, Montreal.
Martin-Senour Co., Ltd., Montreal.
Benjamin Moore & Co., Ltd., Toronto.
A. Ramsay & Son, Montreal.
R. C. Jamieson & Co., Montreal.
Pratt & Lambert, Bridgeburg, Ont.
Sanderson, Pearcy & Co., Toronto.
Sherwin-Williams Co., Montreal.
G. F. Stephens & Co., Ltd., Winnipeg.
Standard Paint & Varnish Co., Ltd., Windsor.
Stewart & Wood, Toronto.
The Ottawa Paint Works, Ltd., Ottawa.
Wilkinson & Kompass, Hamilton.

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Veneer Seats
Canadian Veneering Co., Acton Vale, Que.

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Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
North Bros. Mfg. Co., Philadelphia, Pa.
The Rock Island Mfg. Co., Rock Island, Ill.
Stanley Rule & Level Co., New Britain, Conn.

Vises, Chain Pipe, Clamp, Mount
Williams & Co., J. H., Brooklyn, N.Y.

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Northern Electric Co., Montreal.
C. A. Shaler Co., Waupun, Wis.

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The Steel Co. of Canada, Ltd., Hamilton, Ont.

Walnut Seats
Canadian Veneering Co., Acton Vale, Que.
Manitoba Steel & Iron Co., Ltd., Winnipeg, Man.
The Stanley Works, New Britain, Conn.

Warmers, Foot
Chicago Flexible Shaft Co., Chicago, Ill.

Washers
London Rolling Mill Co., Ltd., The, London, Ont.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
The Union Iron & Metal Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.
Wrought Washer Mfg. Co., The, Milwaukee, Wis.

Washers, Rubber
Dunlop Tire & Rubber Goods Co., Ltd., Toronto.

Washing Machines, Electric, Hand and Power
Beatty Bros., Fergus, Ont.
Dowswell, Lees & Co., Hamilton.
The Gurney Foundry Co., Ltd., Toronto.
Great West Electric Co., Ltd., Winnipeg, Man.
Kribs Ltd., Wm. A., Hespeler, Ont.
Maxwells, Ltd., St. Marys, Ont.
Nineteen Hundred Washer Co., Toronto, Ont.
Schultz Bros., Brantford, Ont.

Waste, Cotton
Acme Waste Mfg. Co., Toronto.
Scythes & Co., Ltd., Toronto.
Wilkinson & Kompass, Hamilton.

Wash Boards
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.
E. B. Eddy Co., Ltd., Hull, Que.

Wash Tubs
E. B. Eddy Co., Ltd., Hull, Que.
Wm. Cane & Sons Co., Ltd., Newmarket, Ont.

Waterproof Clothing
The Tower Canadian Ltd., Toronto, Ont.

Waterproof Goods
J. J. Turner & Sons, Ltd., Peterboro, Ont.

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Wheels, Well
Can. Foundries & Forgings, Ltd., Brockville, Ont.

Whistles
The Penberthy Injector Co., Ltd., Windsor, Ont.

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Rice Lewis & Sons, Ltd., Toronto.
Wood, Vallance Limited, Winnipeg, Man.

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Canada Paint Co., Ltd., Montreal.
Carter White Lead Co., Montreal.
The Dominion Metal Co., Ltd., Sherbrooke, Que.
Steel Co. of Canada, Ltd., Hamilton.
McArthur Irwin, Montreal.
Stewart & Wood, Ltd., Toronto.

Wind Shield Glass
Hobbs Mfg. Co., Montreal, Que.
The Regina Plate Glass Co., Regina, Sask.

Window Guards, Wire
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C. H. Johnson & Sons, Montreal, Que.

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Canada Wire & Iron Goods Co., Hamilton, Ont.
Caverhill, Learmont & Co., Montreal.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
B. Greening Wire Cloth Co., Ltd., Hamilton.
Laidlaw Bale-Tie Co., Ltd., Hamilton.
Kasement Skrene Dore Co., Toronto.
Northern Electric Co., Montreal.
Northern Bolt, Screw & Wire Co., Owen Sound.
The Steel Co. of Canada, Ltd., Hamilton, Ont.
Western Wire & Nail Co., London.

Wire, Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

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Northern Electric Co., Montreal, Que.

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Dominion Iron & Steel Co., Ltd., Sydney, N.S.
The Frost Steel & Wire Co., Ltd., Hamilton, Ont.
The Graham Nail Works, Toronto.

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Laidlaw Bale-Tie Co., Ltd., Hamilton.
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Wire, Oiled and Annealed
Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.
Dominion Iron & Steel Co., Ltd., Sydney, N.S.
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Banwell-Hoxie Wire Fence Co., Ltd., Hamilton.

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Wire, Tinned
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Wrapping Paper
E. B. Eddy Co., Ltd., Hull, Que.
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Bemis & Call Hardware & Tool Co., Springfield, Mass.
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Caverhill, Learmont & Co., Montreal.
Goodell-Pratt Co., Greenfield, Mass.
Keystone Mfg. Co., Buffalo, N.Y.
Will. B. Lane, Chicago, Ill.
The Star Mfg. Co., Carpentersville, Ill.
Trimont Mfg. Co., Roxbury, Mass.
Wood, Vallance, Ltd., Winnipeg, Man.

Wrenches, Alligator
Bridgeport Hardware Co., Bridgeport, Conn.

Wrenches, Ratchet
Brown & Sharpe Mfg. Co., Providence, R.I.
L. S. Starrett Co., Athol, Mass.
J. H. Williams & Co., Brooklyn, N.Y.

Wringers
Beatty Bros., Ltd., Fergus, Ont.

Wrought Nipples
J. H. Williams & Co., Brooklyn, N.Y.
The Union Iron & Metal Co., Ltd., Toronto.

Wrought Washers
J. H. Williams & Co., Brooklyn, N.Y.
The Wrought Washer Mfg. Co., Milwaukee, Wis.

Wringers, Hand and Power
Spielmann Agencies, Montreal.

Wrought Couplings
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HARDWARE AND METAL

CANADA'S NATIONAL HARDWARE WEEKLY

PUBLISHED EVERY SATURDAY
SINCE 1888

$3.00 PER YEAR

P. O. BOX 368
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From a Man Who Purchases Hundreds of Thousands of Dollars Worth of Hardware

The Buyer for a Western Canada hardware wholesaler (name on request)—a company rated upwards of one million dollars, best grade of credit, said last week, "I not only read Hardware and Metal carefully each week, but I prefer to deal with firms that advertise in Hardware and Metal and thus assist us in making the goods better known among the retail trade." This buyer expresses the views of practically every hardware buyer in Canada. We would be glad to have you make inquiries. Ask 100 of the biggest hardware buyers in Canada which paper they read, and which paper they recommend for advertising to the Canadian hardware trade. Advertisers have frequently made this test and the result has always been—Hardware and Metal—the paper that has become the most important connecting force in the Canadian Trade. This is due to 32 years of constant effort to produce each week a paper brimful of authentic and practical information for the hardware men of Canada. There is no other publication in Canada giving a weekly market service on hardware, paints, oils, electrical goods, motor accessories and other hardware lines. There is no other publication in any line that covers its field so thoroughly. This is proven by A.B.C. audit. Advertising in Hardware and Metal has a direct influence on the buying habits of Canadian hardware men both wholesale and retail. Canadian hardware men want to know something about the firms they buy from. You can tell them about your company and your product through Hardware and Metal.

We recommend the use of regular advertising in Hardware and Metal, and we particularly emphasize the importance of using the 32nd Annual Fall Sale and Directory Number to be issued on Aug. 21. Forms are now closing and reservations should be made immediately. Write us at once for interesting information regarding the importance of the Annual Fall Number. Rates: Full page, $65; half page, $36; quarter page, $21; two pages, $120; extra color if desired $25 per page extra. The Canadian hardware trade is awaiting this number because it will contain hundreds of business-building ideas. The buyer referred to above and over 3,600 other Canadian hardware buyers will read your message if you are represented in the 32nd Annual Fall Number. Positions in issue will be alloted in order of reservations.

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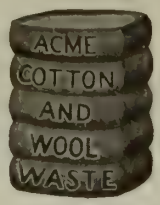

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List Price, each $27.20
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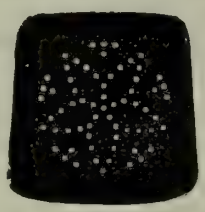

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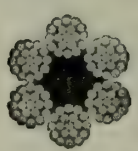

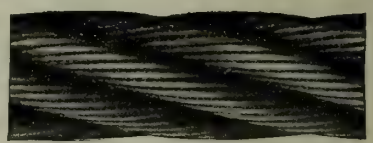

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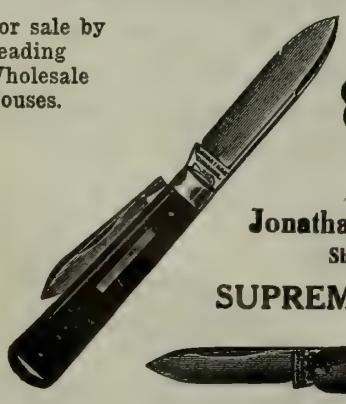

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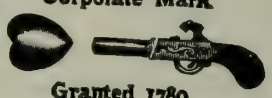

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Reed's Patent Plastic Asphalt Roof Cement

repairs cracked joints, nail holes and defective places on slate, metal, gravel and prepared roofs.

This cement will repair a roof WHERE SOLDER CANNOT BE USED.

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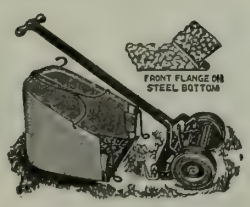

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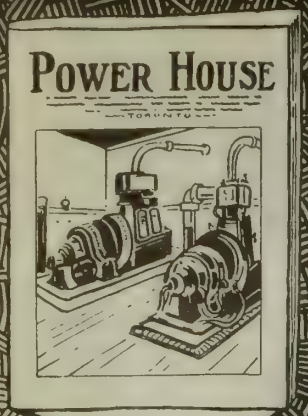

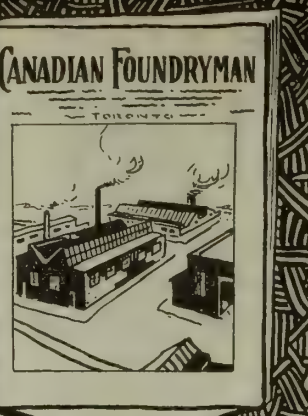

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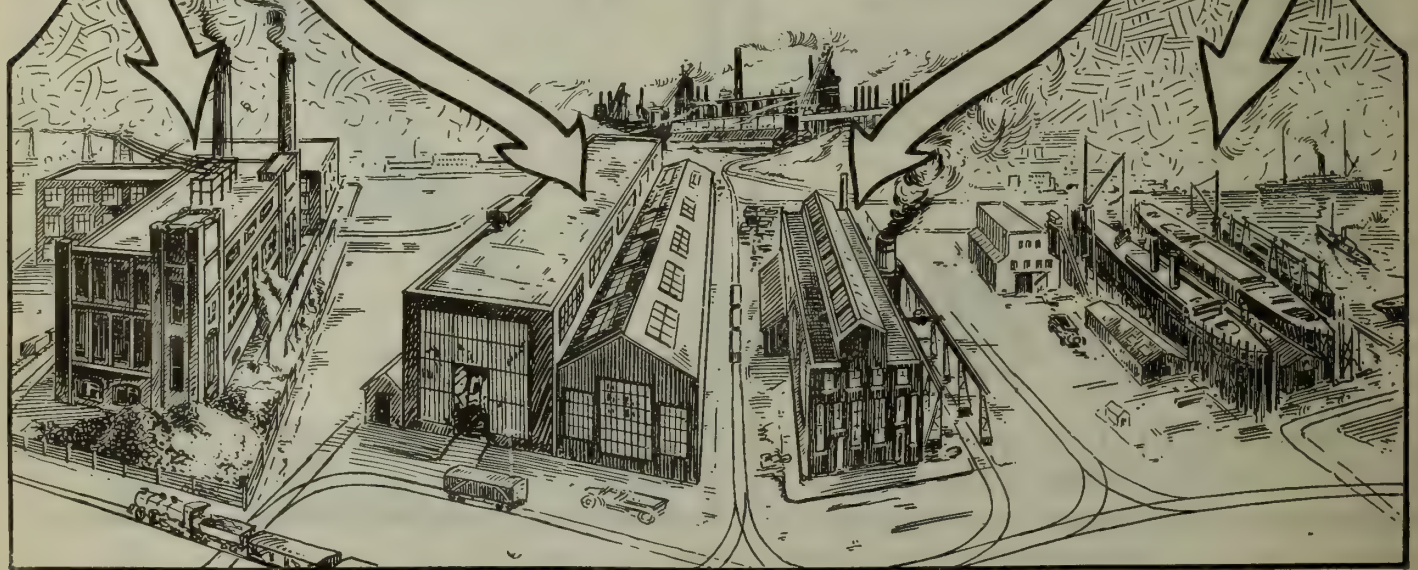

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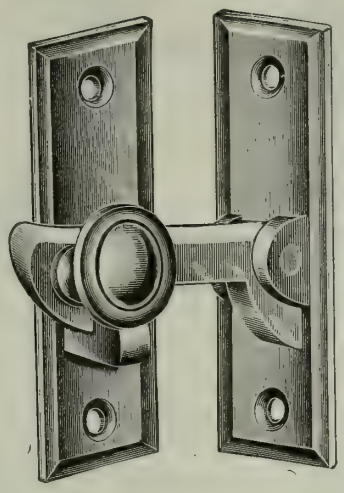

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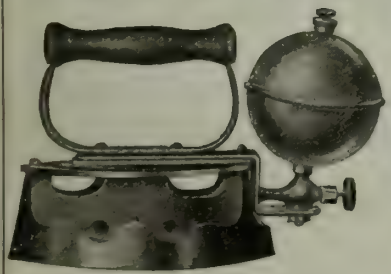

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Seasonable. Enables women to take their ironing anywhere. Two-pointed, self-heating, self-cleaning. Operates easily at low cost. Saves time, labor, money. Guaranteed. Get samples and see them sell.

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We aid you with sales helps Your jobber will supply you. Ask for the "COMFORT."

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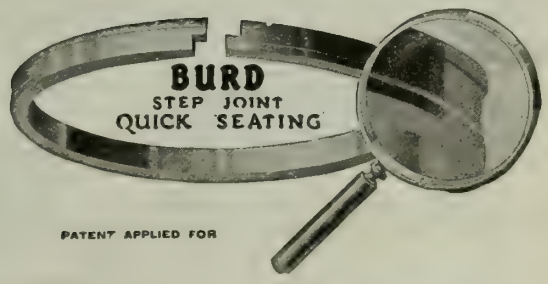

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The enormous increase in the sales of "Hindview" Auto Mirrors in 1919 and 1920 prove conclusively that motorists now consider the Auto Mirror an indispensable aid to safe driving, rather than a mere fad.

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are substantially made—guaranteed to be free from defects, and absolutely waterproof. Clamps are large and firm; the Ball Joint—and exclusive "Hindview" feature—allows instant and convenient adjustment. There is a "Hindview" for every type of motor car and truck.

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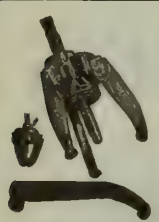
When the shrewd, modern advertiser has successfully harnessed the great power of publicity to his business, his next operation is the selection of a definite objective. Perhaps one of the most familiar objectives that makes his continuous advertising productive and profitable is the establishing or extending of the firm's reputation by a regular weekly message to the whole hardware trade of Canada setting forth the claims and policies of the house. The trade invariably prefers to purchase from a concern that has become familiar in the pages of their favorite trade newspaper—HARDWARE AND METAL.



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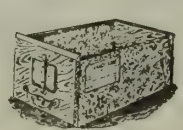

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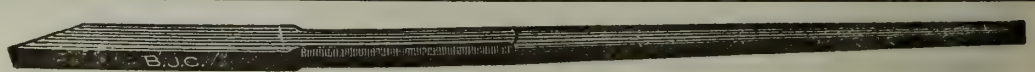

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Practically all good buyers of hardware in Canada are readers of HARDWARE AND METAL.

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No. 5

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There are dozens of different designs of inside lock sets with front door sets to match, in oxidized copper, dull brass, nickel-plated and sanded finishes.

Write for prices and further information.

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We have a large stock of

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Orders Filled and Shipped Immediately

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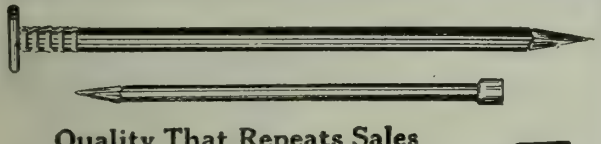

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Easy working; leaves a clean, straight edge. Durable, profitable, rightly priced. Most jobbers will supply you.

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PETERBOROUGH, ONT.

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If you wish to buy or sell a business, or dispose of overstocks, you can reach a larger number of hardware men through this page than in any other way.

Rates (payable in advance) 2 cents per word. An additional charge of 10 cents for each insertion is made when Box Number is required. Each figure counts as one word. When panels are desired a charge of $1.50 is made for a panel 1 inch deep by 2⅛ inches wide.

Address all advertisements for this section to HARDWARE AND METAL, 143-153 University Ave., Toronto, Can.

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A large, progressive manufacturing concern in Toronto has an opening, with real future, for a young man with sales ability. Applicant must be ambitious and willing to devote considerable time and study to learning the business. Only those with these qualifications need apply. This is a real opportunity for right type of man. Give full particulars in first letter, stating age, previous experience, etc. Apply Box 253, Hardware and Metal.

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HARDWARE STOCK AND PROPERTY FOR sale or rent: a good opening for tinsmith in good farming district; about $2,500 stock; good store and tinshop. Apply Box 36, Hardware and Metal.

WHEN WRITING TO ADVERTISERS PLEASE MENTION THIS PAPER

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ADVERTISER WILL PAY CASH FOR HARDware business well located in city of 12,000 to 25,000 population. Stock of from $15,000 to $35,000. Please write fully in first letter advising particularly as to location of store, amount of stock, and what lease might be obtained on store. Box 379, Hardware and Metal.

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bore their way right through tough, hard, knotty, cross-grained wood and leave a smooth hole and clean surface. That's performance. THEY DIFFER FROM ALL OTHER BITS, BEING GUIDED BY THE RIM INSTEAD OF THE CENTER. That's scientific construction. They bore any arc of a circle and can be guided in any direction. That's adaptability. Made for Brace-made Machines. Packed singly; packed in sets. That's convenience. And they sell to Wood Workers, Carpenters, Cabinet Makers and

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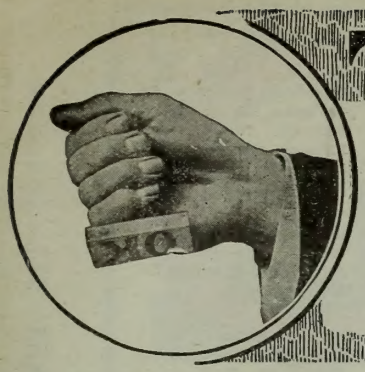

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Also name plates, embossed trade checks, time checks, badges, steel stamps and stencils or anything in steel or brass lettered or embossed to order.

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For Permanency, Label your Goods with

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CANADA DECALCOMANIA COMPANY, LTD.

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SHEET METAL STAMPINGS and AUTOMATIC SCREW MACHINE PRODUCTS

We will be pleased to give you our estimate on your next order.

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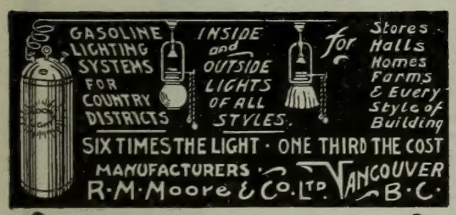

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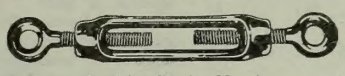
We make Farm, Lawn and Poultry Fencing, Gates, etc., and *sell exclusively to the Hardware Trade.* Write for Agency.

Owen Sound Wire Fence Co., Ltd.

OWEN SOUND, ONT

SMALL TURN BUCKLES



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All sizes of Clear Mica in stock for immediate shipment

Price List on Application

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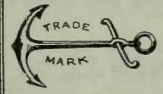

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Automobile, Trolley, Railway and Heavy Coil Springs.

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GUELPH, ONTARIO

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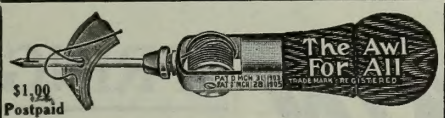
RUSSELL JENNINGS MFG. CO.

Chester, Conn., U.S.A.



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KINZINGER, BRUCE & CO., LIMITED

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Manufacturers of all kinds of Twines and Cordage, Plow Lines, Clothes Lines, Ropes, etc. Write for samples and prices.

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METALLIC PACKING BABBITT

The "King" of Heavy Pressure Babbitts

Largely used by Mines, Paper Mills, and Industrial Plants where a good all round Babbitt is required.

Catalogue, and prices quoted your nearest Railway Sta.

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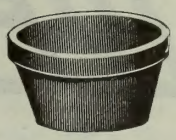
ALL STEEL--- FIREPROOF

"Turns Waste into Profit"

12 SIZES

Climax Baler Co.

Hamilton, Ont.



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HAMILTON - CANADA

Manufacturers of Flower Pots, Saucers, Fern Pans and Hanging Baskets. Ask for Catalog and Price List

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Tape Splice on these Brands

Northern SPECIAL

VICTOR NOR-EL-CO

Northern Electric Company

LIMITED

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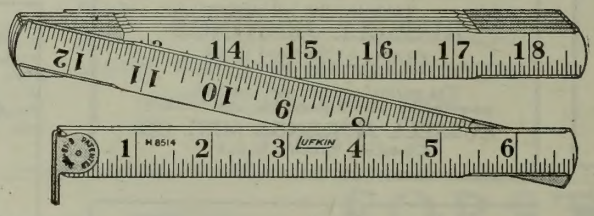

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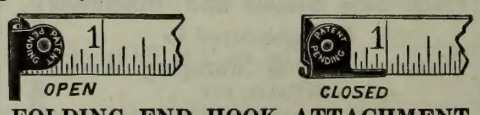

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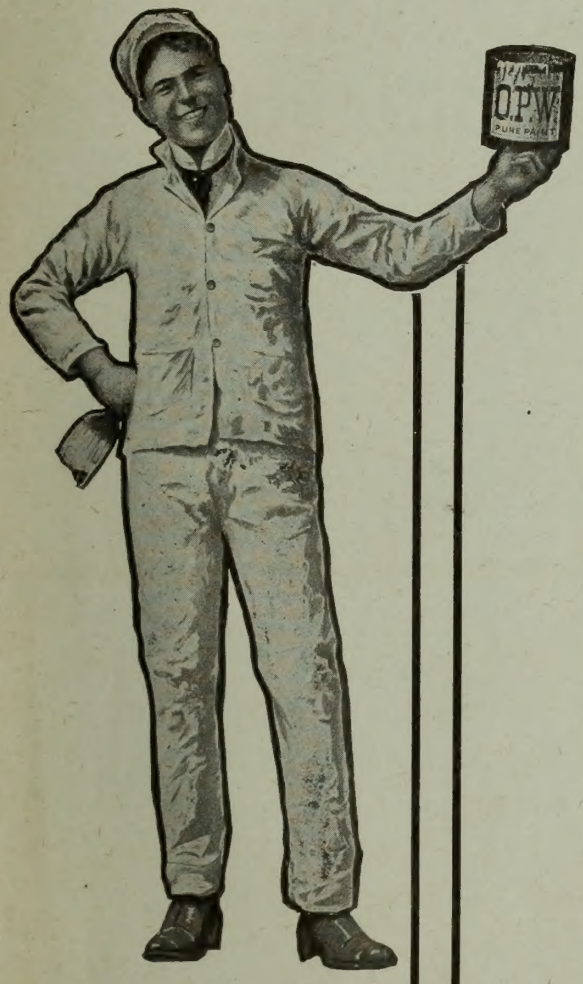

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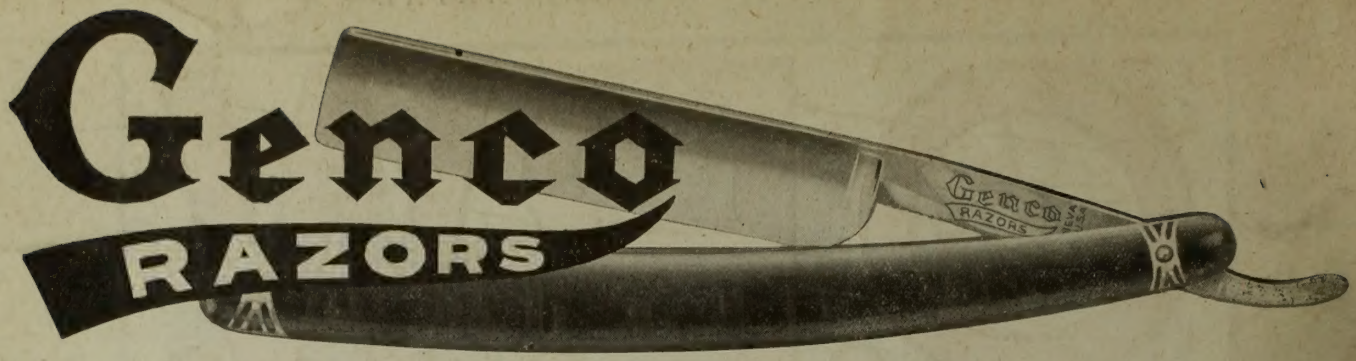

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